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Set	Items	Description
S1	2347509	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST() PARTY OR - BIDDER? ? OR BARTERER? ?
S2	11570058	SELLER? ? OR SECOND() PARTY OR VENDOR? OR RETAILER? OR WHOLESALE SALER? OR DISTRIBUTOR? OR SUPPLIER? OR MERCHANT? OR MERCHANDISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELLER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	569669	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	569669	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDED OR SIDES)
S7	127059	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI)() (PARTY OR PERSON)
S8	4936	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	1022733	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BARTER? ? OR BARGAINING
S10	1	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	4861356	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHANG? G? OR DYNAMIC? OR FLEXIBLE?
S12	69187	(S6 OR S7 OR S8 OR S10) AND S9
S13	10616	S11 AND S12
S14	58571	S12 NOT S13
S15	22168	(S6 OR S7 OR S8 OR S10)(S)S9
S16	451	S11(S)S15
S17	11665	COUNTEROFFER? OR COUNTER()OFFER?

Search Report from Ginger D. Roberts

S18 1 S16(S)S17
S19 78 S13 AND S17
S20 7277 S13 NOT PY>1999
S21 17463 (S9 OR AUCTION OR TRADING) (3N) (TECHNIQUE? ? OR STYLE? ? OR
TYPE? ?)
S22 816 S21(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE
OR RISK? ?)
S23 482 RD (unique items)
S24 22168 (S6 OR S7 OR S8 OR S10) (S)S9
S25 451 S11(S)S24
S26 1 S17(S)S25
S27 2156 S9(3N)MODEL?
S28 59 S27(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE
OR RISK? ?)
S29 5 (S22 OR S28) (S) (S6:S8)
S30 5 RD (unique items)
S31 10 (S22 OR S28) (3S) (S6:S8)
S32 5 S31 NOT S30
S33 5 RD (unique items)
S34 20 S15(S)S17
S35 17 RD (unique items)
?

Search Report from Ginger D. Roberts

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File 624:McGraw-Hill Publications 1985-2002/Nov 01
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S7	127059	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI)()(PARTY OR PERSON)
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Search Report from Ginger D. Roberts

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S23 482 RD (unique items)
S24 22168 (S6 OR S7 OR S8 OR S10) (S)S9
S25 451 S11(S)S24
S26 1 S17(S)S25
S27 2156 S9(3N)MODEL?
S28 59 S27(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE
OR RISK? ?)
S29 5 (S22 OR S28) (S) (S6:S8)
S30 5 RD (unique items)
S31 10 (S22 OR S28) (3S) (S6:S8)
S32 5 S31 NOT S30
S33 5 RD (unique items)
S34 20 S15(S)S17
S35 17 RD (unique items)
?

?t26/3,k/all

26/3,K/1 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04144073 SUPPLIER NUMBER: 07873518 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Models of man in industrial relations research.

Kaufman, Bruce E.

Industrial and Labor Relations Review, 43, n1, 72-88

Oct, 1989

ISSN: 0019-7939 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 11441 LINE COUNT: 00942

... maximizes the firm's present value of profits.

Economics and noneconomists have also constructed behavioral
bargaining models, in which the negotiators are assumed to have bounded
rationality. A good example is...

...knows the concession curve of the other and, indeed, both the union and
firm use **bargaining** tactics such as bluffing to conceal and misrepresent
their true positions. Thus, whereas Ashenfelter and...

...McKersie are forced by the limited cognitive abilities of the
negotiators to explicitly consider the **dynamics** of the concession process
and, in particular, the adaptive learning process that goes on as the **two
sides** make offers and **counter - offers** in an attempt to reach a
settlement.

These different assumptions about cognitive processes made by...?
?

?t30/3,k/all

30/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01678071 03-29061
Bargaining, enforcement, and international cooperation
Fearon, James D
International Organization v52n2 PP: 269-305 Spring 1998
ISSN: 0020-8183 JRNLD CODE: PIOR
WORD COUNT: 17482

...TEXT: making political power hard to divide.

81. See, for example, Baron and Ferejohn's (1989) **model of multilateral bargaining** in a legislature, where the **risk** of being excluded from the winning coalition in the next period acts much like a...

30/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01606087 02-57076
The economics of the litigation process and the division of the settlement surplus: A game-theoretic approach
Lewis, W Cris; Bowles, Tyler J
Journal of Legal Economics v6n3 PP: 1-10 Winter 1996/1997
ISSN: 1054-3023 JRNLD CODE: JLG
WORD COUNT: 3375

...TEXT: profit maximizing entity. Malpractice litigation provides useful information on the relative risk aversion of the **two parties**. Most states now require nonbinding mediation prior to trial. Farber and White (1991) find that...

... the defendant is more optimistic than the plaintiff and/or that the plaintiff is more **risk** averse. But Shavell's (1982) work on **bargaining models** indicates that the probability of a plaintiff actually filing a suit is an increasing function...

30/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01428372 00-79359
Resurgence of bartering
Tammik, Nick
Credit Control v18n5 PP: 20-24 1997
ISSN: 0143-5329 JRNLD CODE: CRT
WORD COUNT: 1427

TEXT: The first transactions ever made between **two parties** were made not with money, but with goods. Deals were struck by bartering - each party ...

... than with cash. To facilitate such transactions bartering organisations have begun to appear offering the **benefits** of **barter** without the difficulties. **Types of Barter**

Traditionally **barter** has been conducted between **two parties** which meet, agree that the exchange is beneficial and fair to each side, and then

30/3,K/4 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07244993 SUPPLIER NUMBER: 15382373 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Too much of a good thing? (includes related article) (Institutional Trading)

Bensman, Miriam
Futures (Cedar Falls, Iowa), v23, n4, p42(3)
April, 1994
ISSN: 0746-2468 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2493 LINE COUNT: 00185

... Merrill shareholders," Geovanis says. "I have to weigh the value of the information against the **risk**."

That requires understanding the **trading styles** of different specs and what makes a dangerous trade: If a known predator calls at 3 p.m. to ask for a big, **two - sided** quote on sterling, it makes sense to say no, or to widen the spread substantially...

30/3,K/5 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05209908 SUPPLIER NUMBER: 10712368 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Partner contributions as predictors of equity share in international joint ventures.

Blodgett, Linda Longfellow
Journal of International Business Studies, v22, n1, p63(16)
Spring, 1991
ISSN: 0047-2506 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 7249 LINE COUNT: 00620

... venture creation?); (2) the transactions cost paradigm (what share of equity is optimal, given cost/ **benefit** analysis?); and (3) the **bargaining model** (what share of equity can the firm negotiate vis-a-vis its partner?). The historical...negotiations will lead to an adjustment of ownership share if relative power changes between the **two parties**.
Kobrin [1988] argued that changes in ownership preference occur when there is a change in...
?

?t33/3,k/all

33/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02077644 62723448
International financial contagion
Christiansen, Hans
Financial Market Trends n76 PP: 65-108 Jul 2000
ISSN: 0378-651X JRNLD CODE: FMT
WORD COUNT: 17495

...TEXT: markets for foreign investment and limited country-specific information has led investors to rely on **techniques** such as block-trading, mark-to-index and risk-management techniques relying on cross-market hedging (including, inter alia, VAR models), thereby inadvertently facilitating...

... supervision, regulation, transparency and financial reporting will in the future be given greater weight by **multilateral** lenders.

Notes

1. While this definition is intuitively appealing it naturally gives rise to a...

33/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01468771 01-19759
Applying activity analysis to the supply chain
Booth, Rupert
Management Accounting-London v75n3 PP: 20 Mar 1997
ISSN: 0025-1682 JRNLD CODE: MAC
WORD COUNT: 993

...TEXT: a zero-sum game, where the price struck will depend on the needs of the **two parties**. In more developed versions of the 'game', between perhaps a retailer and a manufacturer, each...

... there is joint expenditure for mutual benefits. Inevitably, questions such as 'Who pays?' and 'Who **benefits**?' arise.

The solution is to agree to **negotiate** around a cost **model** which both sides accept as valid. When proposals are made for a change in working...

33/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00950316 95-99708
How to negotiate for results
Freeman, Dennis
CA Magazine v127n10 PP: 28-32 Dec 1994
ISSN: 0317-6878 JRNLD CODE: CCA
WORD COUNT: 2777

...TEXT: prospective buyer had different perspectives on the firm's

profitability and, hence, its value.

The **two sides** agreed that if the earnings did reach the level predicted, there would be increased payouts...

...a rapport between the parties. Besides the substance of the talks, there is always the **risk** of "people" problems, and a flexible **negotiating style** can often go a long way to ward reaching common ground.

Often, it is the...

33/3,K/4 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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13023918 SUPPLIER NUMBER: 66307796 (USE FORMAT 7 OR 9 FOR FULL TEXT)
International Financial Contagion (*).
Financial Market Trends, 65
June, 2000
ISSN: 0378-651X LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 18712 LINE COUNT: 01577

... markets for foreign investment and limited country-specific information has led investors to rely on **techniques** such as block-trading , mark-to-index and **risk**-management techniques relying on cross-market hedging (including, *inter alia*, VAR models), thereby inadvertently facilitating...

...supervision, regulation, transparency and financial reporting will in the future be given greater weight by **multilateral** lenders.

(*) This article was prepared by Hans Christiansen, Economist in the Financial Affairs Division.

Notes...

33/3,K/5 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08153721 SUPPLIER NUMBER: 17472971 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Informational content of government hogs and pigs report: comment.
(response to C.A. Carter and C.A. Galopin, American Journal of Agricultural Economics, vol. 75, p. 711, August 1993)
Colling, Phil L.; Irwin, Scott H.
American Journal of Agricultural Economics, v77, n3, p698(5)
August, 1995
ISSN: 0002-9092 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2877 LINE COUNT: 00237

... trading strategies imply a sequence of long and short positions. Recent studies suggest that the **risk** premium on this **type** of speculative futures **trading** also is near zero. Gerlow, Irwin, and Liu report zero betas for live hog futures...by setting breeding herd t-statistics equal to 2.02, the t-statistic for a **two - sided** test with a 0.05 p-value, and then solving for the implied risk premiums...?
?

?t35/3,k/all

35/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02413133 161992091
The king of the hill evolves
Feldman, Joan M
Air Transport World v39n9 PP: 36-40 Sep 2002
ISSN: 0002-2543 JRNL CODE: ATW
WORD COUNT: 2609

...TEXT: of the same self-defeating cost spiral that grips other Majors. Game-playing, with offers, **counteroffers** and outright first-offer rejections, has become part of the **negotiating** scene. Last summer the airline's 1,300 mechanics, represented by the International Brotherhood of ...

... a tentative new contract by a 98% margin. For the first time in history the **two sides** agreed to mediated nego-- nations overseen by the National Mediation Board.

Southwest Airlines Selected Results...

35/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02196113 76214351
Bargaining, interdependence, and the rationality of fair division
Lopomo, Giuseppe; Ok, Efe A
Rand Journal of Economics v32n2 PP: 263-283 Summer 2001
ISSN: 0741-6261 JRNL CODE: BEL

ABSTRACT: This paper considers 2-person **bargaining** games with interdependent preferences and **bilateral** incomplete information. It is shown that in both the ultimatum game and the 2-stage...

... of robust experimental regularities that falsify the standard game-theoretic model: occurrence of disagreements, disadvantageous **counteroffers** and outcomes that come close to the equal split of the pie. In the context of infinite-horizon **bargaining**, the implications of the model pertaining to fair outcomes are even stronger. In particular, the...

35/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01273716 99-23112
Preparing for your business negotiations
Cellich, Claude
International Trade Forum n2 PP: 20-23+ 1996
ISSN: 0020-8957 JRNL CODE: ITF
WORD COUNT: 2346

...TEXT: is an important element in your preparations. These factors are helpful in drawing up your **negotiating** strategy, tactics and **counter - offers**. Skill in using positions of strength is an essential aspect of negotiations. Generally the party...

... business discussions without giving much attention to the influence of competition. In marketing negotiations between **two sides**, an invisible third party, consisting of one or more competitors, is often present and influencing...

35/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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01237364 98-86759

The early history of the box diagram

Humphrey, Thomas M
Economic Quarterly (Federal Reserve Bank of Richmond) v82n1 PP: 37-75
Winter 1996
ISSN: 1069-7225 JRNLD CODE: ERR
WORD COUNT: 11960

...TEXT: of the traders' utility gains, with the weights measuring the relative bargaining powers of the **two parties**. These solutions establish unique potential agreement points on the contract curve. Since it is unlikely...

35/3,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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01090658 97-40052

Resilient allocation rules for bilateral trade

Lagunoff, Roger D
Journal of Economic Theory v66n2 PP: 463-487 Aug 1995
ISSN: 0022-0531 JRNLD CODE: IJET

...ABSTRACT: each agent himself could identify. An examination is provided of allocation rules in a simple **bilateral bargaining** problem which are resilient in the sense that no improvements could be both identified and...

...resilient rules are status quo, sequential equilibrium outcomes of any finite game of offers and **counter - offers** of alternative mechanisms. These rules can survive regardless of the order in which the traders...

35/3,K/6 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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12380088 SUPPLIER NUMBER: 63398725 (USE FORMAT 7 OR 9 FOR FULL TEXT)

What's New in Online B2B Surplus?

EC&M Electrical Construction & Maintenance, 99, 5, 10

May, 2000

ISSN: 0013-4260 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 199 LINE COUNT: 00020

The five new enhancements include:

* Auto **Negotiate**, a sophisticated program that automatically generates **counteroffers** to **multiple buyers** on the **seller**'s behalf.

* Auto Match, a tool that helps identify potential matches in the negotiation process...

35/3,K/7 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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04535025 SUPPLIER NUMBER: 08251802 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The effects of bargainable attributes and attribute range knowledge on consumer choice processes.

Brucks, Merrie; Schurr, Paul H.

Journal of Consumer Research, v16, n4, p409(11)

March, 1990

ISSN: 0093-5301 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 7400 LINE COUNT: 00631

... changeable attributes, suggests a high degree of purchase task complexity.

Due to early interest in **bilateral** monopolies (e.g., Kelly 1966; Siegel and Fouraker 1960), information search in **bargaining** situations has been largely ignored. In contrast, much has been written about the exchange of **bargaining** communications. Two major types of **bargaining** communication have been identified: explicit and implicit. In explicit communication, bargainers exchange specific offers, **counter - offers**, and other direct information about their situations and relative priorities (e.g., Pruitt et al...

35/3,K/8 (Item 3 from file: 148)

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04144073 SUPPLIER NUMBER: 07873518 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Models of man in industrial relations research.

Kaufman, Bruce E.

Industrial and Labor Relations Review, 43, n1, 72-88

Oct, 1989

ISSN: 0019-7939 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 11441 LINE COUNT: 00942

... maximizes the firm's present value of profits.

Economics and noneconomists have also constructed behavioral **bargaining** models, in which the negotiators are assumed to have bounded rationality. A good example is...

...knows the concession curve of the other and, indeed, both the union and firm use **bargaining** tactics such as bluffing to conceal and misrepresent their true positions. Thus, whereas Ashenfelter and...

...the concession process and, in particular, the adaptive learning process that goes on as the **two sides** make offers and **counter - offers** in an attempt to reach a settlement.

These different assumptions about cognitive processes made by...

35/3,K/9 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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03009994

Newsline Briefs: Products: Resolutions LLC

(Resolutions LLC has developed www.claim-resolve.com, a Web site enabling 2 parties in a dispute to negotiate legal claims)

Insurance Networking, v 4, n 6, p 18+

December 2000

DOCUMENT TYPE: Journal (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 135

TEXT:

A Web site has been launched that enables **two parties** involved in a dispute to **negotiate** and settle legal claims. Developed by New Orleans-based Resolutions LLC, www.claim-resolve.com...

...offer and enter a response. The site allows for an unlimited number of offers and **counter - offers** for 60-days after the claim is initiated. It also creates a viewable and printable...

35/3,K/10 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

09324887

Spain: United Left Discuss Talks With Socialist Party

WORLD NEWS CONNECTION

January 25, 2000

JOURNAL CODE: WWNC LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 299

... with Joaquin Almunia. IU is stressing that the dialogue must begin with what unites the **two parties** and not what separates them. Four key differences are being highlighted: the stability pact, foreign...

35/3,K/11 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

05360548 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Pay Raises at Newport News, Va., Shipyard Are Illegal, Union Says

Dennis O'Brien

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (DAILY PRESS - NEWPORT NEWS, VIRGINIA)

May 15, 1999

JOURNAL CODE: KDPN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 436

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... when the union rejected the yard's offer. Although the union hasn't made a **counteroffer** to the yard's final proposal, it maintains that it's still willing to **negotiate** and that there are still areas left to **negotiate**.

The company says impasse has clearly been reached.

"We're very comfortable with implementing the..."

35/3,K/12 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
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01162056

Comair Pilots Strike; Both Sides Willing To Talk

Aviation Daily March 27, 2001; Pg 3; Vol. 343, No. 59

Journal Code: AD ISSN: 0193-4597

Word Count: 402 *Full text available in Formats 5, 7 and 9*

TEXT:

...01 a.m. Monday after the NMB's final attempt on Sunday to bring the **two sides** together fell apart. Both sides say they are willing to **negotiate**, but there was no indication of when talks could resume. Management said the pilots did not respond to their latest offer, and union leaders said they made a **counter offer** that the company would not agree to. ALPA members rallied Sunday night at hotels near...

35/3,K/13 (Item 2 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications
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00885727

Negotiators Confront Narita Slot Blockade

Aviation Daily September 23, 1997; Pg 517; Vol. 329, No. 59

Journal Code: AD ISSN: 0193-4597

Word Count: 416 *Full text available in Formats 5, 7 and 9*

TEXT:

... proposing. Several agencies said the number was more than 100 per week, prompting a Japanese **counteroffer** of 21. Both proposals are **bargaining positions**, observers said - if the **two sides** can reach agreement on a comprehensive **bilateral**, the number could be closer to 70. The question is whether the increase represents a...

35/3,K/14 (Item 3 from file: 624)

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0430874

TWA To Drop Marketing Executives, As Employees Hold First Committee Meeting

Aviation Daily October 28, 1992; Pg 158; Vol. 310, No. 19

Journal Code: AD ISSN: 0193-4597

Word Count: 314 *Full text available in Formats 5, 7 and 9*

TEXT:

...the airline's efficiency and to attract more customers.

Meanwhile, the government agency that is **negotiating** with TWA owner Carl Icahn over the shortfall in TWA's pension underfunding said yesterday that it is waiting for a formal **counteroffer** from Icahn (DAILY, Oct. 26). Icahn submitted his first formal offer to solve TWA's...

...underfunding to the Pension Benefit Guaranty Corp. Friday and the agency submitted a counterproposal. "The **two sides** are talking and we are waiting for a **counteroffer**," a PBGC spokeswoman said. The PBGC is pressing Icahn to come up with a plan...

35/3,K/15 (Item 4 from file: 624)

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0031078

Washington Observer

Engineering News-Record March 12, 1987; Pg 7; Vol. 218, No. 11

Journal Code: ENR ISSN: 0013-807X

Section Heading: Washington Observer

Word Count: 620 *Full text available in Formats 5, 7 and 9*

BYLINE:
Edited by Peter Hoffmann

TEXT:
...be reached on all of those, the bill could be socked with a presidential veto.

Bargaining on the speed limit went through several rounds of offers and counteroffers, without final agreement. The two sides did reach a tentative accord on funding for "demonstration" road projects, but that compromise could...

35/3,K/16 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01404125 Supplier Number: 41812874 (USE FORMAT 7 FOR FULLTEXT)

GENERAL ECONOMY DEBT BREAKTHROUGH?

Brazil Service, v11, n2, pN/A
Jan 23, 1991

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 618

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

The bank advisory committee's latest counterproposal has brought the negotiating positions of Brazil and its foreign creditors closer than at any time since talks began...

...on these questions would clear the way for expeditious restructuring of debt principal. The initial counteroffer by bank creditors made last year had asked Brazil to pay 30% of the estimated...

...arrears. That marks a significant departure from past bank insistence in other debt agreements on multilateral guarantees and similar enhancements for bond issues made in exchange for existing debt. The biggest...

35/3,K/17 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01382037 Supplier Number: 41737251 (USE FORMAT 7 FOR FULLTEXT)

COLLAPSE OF GATT TALKS BRINGS MIXED REACTIONS IN COMMUNICATIONS COMMUNITY

Common Carrier Week, v7, n50, pN/A
Dec 17, 1990

Language: English Record Type: Fulltext
Document Type: Newsletter; Professional Trade
Word Count: 739

... trading rules. U.S. was virtually alone in pressing for right to maintain flexibility to negotiate bilateral agreements on telecommunications services trade, rather than be forced by proposed new GATT rules to...

...offered automatically to all GATT members. U.S. in waning hours of talks had made counteroffer to tie MFN to certain more competitive industry sectors as part of package of specific...
?

?show files;ds
 File 625:American Banker Publications 1981-2002/Nov 25
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 (c) 2002 ProQuest Info&Learning
 File 626:Bond Buyer Full Text 1981-2002/Nov 25
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 File 267:Finance & Banking Newsletters 2002/Nov 22
 (c) 2002 The Dialog Corp.

Set	Items	Description
S1	104433	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST() PARTY OR - BIDDER? ? OR BARTERER? ?
S2	116351	SELLER? ? OR SECOND() PARTY OR VENDOR? OR RETAILER? OR WHOLE- SALER? OR DISTRIBUTOR? OR SUPPLIER? OR MERCHANT? OR MERCHAND- ISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELL- ER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	3628	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SI- DED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	3628	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SI- DED OR SIDES)
S7	1669	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI)() (PARTY OR PERSON)
S8	35	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	24273	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BAR- TER? ? OR BARGAINING
S10	0	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	58070	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHAN- G? OR DYNAMIC? OR FLEXIBLE?
S12	619	(S6 OR S7 OR S8 OR S10) AND S9
S13	124	S11 AND S12
S14	495	S12 NOT S13
S15	237	(S6 OR S7 OR S8 OR S10)(S)S9
S16	24	S11(S)S15
S17	346	COUNTEROFFER? OR COUNTER()OFFER?
S18	0	S16(S)S17
S19	1	S13 AND S17
S20	101	S13 NOT PY>1999
S21	469	(S9 OR AUCTION OR TRADING) (3N) (TECHNIQUE? ? OR STYLE? ? OR TYPE? ?)
S22	24	S21(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE OR RISK? ?)
S23	24	RD (unique items)
S24	237	(S6 OR S7 OR S8 OR S10)(S)S9
S25	24	S11(S)S24
S26	0	S17(S)S25
S27	7	S9(3N)MODEL?
S28	2	S27(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE OR RISK? ?)
S29	0	(S22 OR S28)(S)(S6:S8)
S30	0	RD (unique items)
S31	0	(S22 OR S28)(3S)(S6:S8)
S32	0	S31 NOT S30
S33	0	RD (unique items)
S34	1	S15(S)S17
S35	1	RD (unique items)
S36	57	S16 OR S19 OR S23 OR S25 OR S27 OR S28 OR S35

Search Report from Ginger D. Roberts

S37 42 S36 NOT PY>1999
S38 41 RD (unique items)
S39 1 (S6 OR S7 OR S8 OR S10) (S) (S9 OR AUCTION?) (S) CONCURRENT?
?

?t38/3,k/all

38/3,K/1 (Item 1 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0191557

* **Risk Management: Market Risk Capital Rule Would Actually Go Easy On Banks, S&P Finds**

American Banker - December 3, 1996; Pg. 29; Vol. 161, No. 230
DOCUMENT TYPE: Journal LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 507

BYLINE:

By AARON ELSTEIN

TEXT:

...trading portfolios.

That's because the reserve depends on banks' formulas and methods for calculating **risk** and on the **type** of **trading**, rather than the amount of money at stake.

For example, J.P. Morgan & Co. would...

38/3,K/2 (Item 2 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0180888

* **Derivatives Product from Treasury Services, Japan Firm**

American Banker - April 26, 1996; Pg. 13; Vol. 161, No. 80
DOCUMENT TYPE: Journal LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 424

BYLINE:

By STEVEN MARJANOVIC

TEXT:

...L. Reich, a principal at Treasury Services, said combining its own software with Kamakura's **risk** management and analytical **techniques** for **trading** "takes the latest and greatest techniques of the derivatives side of the world and delivers..."

38/3,K/3 (Item 3 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0171958

Labor Critiques Alternative to OTC Swaps

Insurance Regulator - February 20, 1995; Pg. 3; Vol. 5, No. 7
DOCUMENT TYPE: Newsletter LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 692

TEXT:

...re-ceived very few comments from entities who might find it advantageous to use this **type** of professional **trading** market, which seeks to combine the **advantages** of exchange and OTC markets," said

Commissioner Sheila Bair in an address Feb. 8 to...

38/3,K/4 (Item 4 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0145313
*** Phantom Instruments Sting Investors, Banks**
American Banker - April 18, 1994; Pg. 1; Vol. 159, No. 73
WORD COUNT: 2,287

BYLINE:
By BARTON CROCKETT and JEANNE IIDA

TEXT:
...fund another loan
backed by a letter of credit, and sell that instrument quickly.
Presumably **Risk** Free
By repeating this **type** of rollover **trading**, Mr. Renert said, Bank
of
America - or individual investors or groups of investors - could reap...

38/3,K/5 (Item 5 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0092082
*** Chicago's Little Corner of the Banking Market**
American Banker - October 17, 1988; Pg. 1; Vol. 153, No. 203
WORD COUNT: 1,294

BYLINE:
By LISABETH WEINER, Midwest Bureau

TEXT:
...are run. In
the case of commodities lending, it also means understanding each
company's **trading** strategies and the **types** of **risk** control systems
the
firm employs.
Mark Smith, vice president and head of commodities lending at...

38/3,K/6 (Item 6 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0082695
Accounting board urges improved disclosure of derivatives
Public Finance Watch - January 17, 1994; Pg. 4; Vol. 7, No. 2
DOCUMENT TYPE: Newsletter LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 421

BYLINE:
Lynn Stevens Hume

TEXT:
... risks. Firms should try to quantify their derivatives dealer activities
by
providing the percentage of **trading** volume for each **type** of product or

risk.

Pull it together. All of the derivatives disclosures should be put in one place, rather...

38/3,K/7 (Item 7 from file: 625)
DIALOG(R)File 625:American Banker Publications
(c) 2002 American Banker. All rts. reserv.

0069634

SEC PASSES PORTAL AMENDMENT, RAISING HOPES FOR MORE 144A LIQUIDITY
Private Placement Report - December 20, 1993; Pg. 1; Vol. 3, No. 48
DOCUMENT TYPE: Newsletter LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 252

TEXT:

...electronic marketplace will become more efficient and liquid.

Issuers, traders and portfolio managers should all benefit if the changes allow a more public- style trading environment to emerge, as expected. Issuers may also see a smaller liquidity premium tacked onto...

38/3,K/8 (Item 8 from file: 625)
DIALOG(R)File 625:American Banker Publications
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0034046

OPEC: Oil Revenues Down, Countertrade Up: Using Crude for Import Payments, Countries Bypass Quotas and Add to Global Glut
American Banker - November 23, 1984, Friday; Pg. 7
WORD COUNT: 1,216

BYLINE:

By George D. PAPPAS

TEXT:

...tion.

By using more than currency, countertrade in the form of such arrangements as counterpurchase, bilateral clearings, switch trading, buy back, compensation, offset, and barter can create a coincidence of wants using goods, commodities, and services to offset, for example...

38/3,K/9 (Item 1 from file: 268)
DIALOG(R)File 268:Banking Info Source
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00360008 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The soft-sell approach

Snyder, Jesse

Credit Card Management, v12, n1, p114-120, Apr 1999 DOCUMENT TYPE:
Journal Article LANGUAGE: English RECORD TYPE: Abstract Fulltext
WORD COUNT: 02228

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... planned lines of patter to keep the collector ahead of the debtor-collectors use different models for negotiating and closing that have more give-and-take and encourage cooperation rather than demanding it
...

38/3,K/10 (Item 2 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00353984 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Contract and compliance: The art and the science

Eddy, Dana F

ABA Bank Compliance, v20, n1, p3-12+, Jan/Feb 1999 DOCUMENT TYPE: Journal

Article LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 08880

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... assumes the role of a creditor, and the borrower assents to be a debtor.

The **dynamics** of these roles should be, and by law often must be, set forth in a...

...assumes the role of a debtor, and the depositor assents to be a creditor.

The **dynamics** of these roles are set forth in a written document often referred to as the...

...of terms;

A writing;

- and what constitutes breach of contract. may be signed by the **two parties**. Indeed, the writing is nothing more than the evidence of the contract and the documentation...

...either "Ally McBeal" or "The Practice."

A contract is more than a mere agreement between **two parties**. While two friends may agree to diet together, the midnight snacks of one friend should...

...a Contract Offer and Acceptance

A contract is formed, logically, upon the mutual assent of **two parties**. If you cannot agree, then obviously you do not have an agreement. In contract law...

...and conditions have not yet been decided.

Negotiations can represent a series of offers and **counteroffers**, however. A party makes an offer. The other party rejects the offer, stating that a...or her own offer to sell the car for a higher price. This is a **counteroffer**, which, if accepted, can form the basis for a contract.

In a loan transaction, for example, the **dynamics** of "offer" and "acceptance" can be vividly seen. The customer's application is not a...

...that it can be accepted. The acceptance must match the offer or it becomes a **counteroffer**.

In short, the elements of an offer and acceptance depend on communication. The more clearly...the offer does not give rise to an acceptance but, instead, gives rise to a **counteroffer**, which must be accepted by the other party before a contract can be formed.

The...Congress and the state legislatures believe that consumers are often at a disadvantage in the **bargaining** process and should be protected. As a result, the disparity between the value given by...persuasion to do something. The psychiatrist who is treating a suicidal patient and who then **negotiates** a contract to purchase the patient's vintage Rolls Royce has probably exercised undue influence...of the money, was, in fact, an offer that resulted in a binding agreement to **negotiate** a final contract in good faith. The failure to make the eventual loan would then...

...aware that these letters must be carefully worded so that even an offer to merely **negotiate** in good faith does not arise. The phrasing in the letter must make clear that...

...another and to determine which bank offers the better bargain. Accordingly, disclosures do affect the **bargaining** process, but again, they do not dictate the bargain.

The Breach of a Contract

What...

38/3,K/11 (Item 3 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00336511 (USE FORMAT 7 OR 9 FOR FULLTEXT)

A place of your own

Eade, Philip

Euromoney, v346, p169-171, Feb 1998 DOCUMENT TYPE: Journal Article

LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 02468

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... be looked upon necessarily as an advantage," says KPP's Polisano.

"While contact between different **types** of **trading** can have its **advantages**, the drawback is that there is a tendency for frenzy in one area to..."

38/3,K/12 (Item 4 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00327146 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Country risk revisited

Hayes, Nicholas L

Journal of Lending & Credit Risk Management, v80, n5, p61, Jan 1998

DOCUMENT TYPE: Journal Article LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 00609

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... quantitative approaches being taken in evaluating facility risk.

Starting with the application of value-at- **risk** and related **techniques** to **trading** exposures, institutions are able to take a more measured view of country risks. These tools...

38/3,K/13 (Item 5 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00325166 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Building quality into the design and implementation of a major project for a regional bank

Anderson, Sandra S

Journal of Bank Cost & Management Accounting, v10, n3, p29-52, 1997

DOCUMENT TYPE: Journal Article LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 05204

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... to customers in other departments, as well as to executive management.

Finally, the customer-supplier model is used to negotiate measures for customer elements of satisfaction. In the situation illustrated above, the three affected groups...

38/3,K/14 (Item 6 from file: 268)

DIALOG(R)File 268:Banking Info Source
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00317599 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Much at risk for electronic commerce

Anonymous

CBA Reports, v76, n10, p5, Oct 1996 DOCUMENT TYPE: Newsletter Article
ARTICLE TYPE: News LANGUAGE: English RECORD TYPE: Abstract Fulltext
WORD COUNT: 00394

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...ABSTRACT: risk. Ronald P. O'Hanley of McKinsey & Co. said that literally every element is at risk. These areas of risk include mortgage specialists, discount trading companies, commodity-type insurance providers, and financial advice specialists. The reality of profitable transactions on the Internet is...

... what you will find is that literally every element is at risk."

These areas of risk, he said, include mortgage specialists, discount trading companies, commodity-type insurance providers and financial advice specialists. He said this new Internet and personal financial technology...

38/3,K/15 (Item 7 from file: 268)

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00283939 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Three-T controls

Anonymous

Banker, v146, n841, p12, Mar 1996 DOCUMENT TYPE: Journal Article
LANGUAGE: English RECORD TYPE: Abstract Fulltext
WORD COUNT: 00718

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... allocated at local level.

Trading systems are globally organised so that there is only one risk management system for each trading type, eg forex. Efforts are made to ensure that the same yield curve is used for...

38/3,K/16 (Item 8 from file: 268)

DIALOG(R)File 268:Banking Info Source
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00276415 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Performance contracts for central bankers

Waller, Christopher J

Federal Reserve Bank of St. Louis Review, v77, n5, p3-14, Sep/Oct 1995
DOCUMENT TYPE: Journal Article LANGUAGE: English RECORD TYPE: Abstract
Fulltext
WORD COUNT: 07308

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Waller, Christopher J. "Appointing the Median Voter to a Policy Board," working paper (1995).

-- "A Bargaining Model of Partisan Appointments to the Central Bank," Journal of Monetary Economics (1992).

-- and Carl E...

38/3,K/17 (Item 9 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00257657 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The logic behind opening Japan's financial services sector

Hodges, Alan; Clifford, Bill

Institutional Investor, v29, n2, p85-86, Feb 1995 DOCUMENT TYPE: Journal

Article LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 00569

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... bond and commercial paper issuance and distribution.

Kubota stresses that this was the most senior **negotiating** team Japan had ever brought to **bilateral** financial discussions. Why? "We had a [domestic] audience, to say the least," he explains wryly...

...Japan's rapidly graying population's pension assets, the ministry supports the expressed intent to **switch** from the antiquated book-value accounting system (under which managers must achieve a 5.5...

38/3,K/18 (Item 10 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00245102 (USE FORMAT 7 OR 9 FOR FULLTEXT)

A conference on federal credit allocation

Haubrich, Joseph G; Thomson, James B

Economic Review (Federal Reserve Bank of Cleveland), v30, n3, p2-13, Third Quarter 1994 DOCUMENT TYPE: Journal Article LANGUAGE: English

RECORD TYPE: Abstract Fulltext

WORD COUNT: 07677

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... regulatory subsidies and taxes is the outcome of what starts out as a mutually beneficial **barter** arrangement.

In their **model**, government subsidies **benefit** banks more than they cost taxpayers. In return, banks allow the government to dictate some...

38/3,K/19 (Item 11 from file: 268)

DIALOG(R)File 268:Banking Info Source

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00017833

The negotiating strategy model : four steps to negotiating better loans

Arnold, Jasper H.; Newman, William W.

Commercial Lending Review, v8, n1, p13-20, Dec 1992 LANGUAGE: English

RECORD TYPE: Abstract

The negotiating strategy model : four steps to negotiating better loans

ABSTRACT: The Negotiating Strategy Model (NSM) helps bankers negotiate commercial loan terms that reduce risk, assure an adequate profit, and satisfy the customer. NSM entails: 1) refusing to retreat or ...

38/3,K/20 (Item 12 from file: 268)
DIALOG(R)File 268:Banking Info Source
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00012438

Derivative markets--challenges & regulatory issues
Phillips, Susan M.
World of Banking, v12, n2, p4-7, Mar 1993 LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT: Derivatives trading is a type of speculation that has significant public benefits. Regulators do not want to suppress this activity, but need more ways to manage the...

38/3,K/21 (Item 1 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text
(c) 2002 Bond Buyer. All rts. reserv.

0158832

Despite Recent Losses, Derivatives Provide An Invaluable Tool for Managing Risk
The Bond Buyer - February 13, 1995; Pg. 11; Vol. 311, No. 29586
Word Count: 895

BYLINE:

By Patrick Arbor

TEXT:

...rate risk management. Chief executives and financial officers are reevaluating the price, liquidity, and credit risk they have assumed in derivatives markets.

Derivatives trading, like any type of investment, involves risk. However, an often overlooked fact is that these products are designed to provide risk management...

38/3,K/22 (Item 2 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text
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0158750

CFTC's Bair Won't Ask to Be Reappointed After April
The Bond Buyer - February 9, 1995; Pg. 4; Vol. 311, No. 29583
Word Count: 635

BYLINE:

By Joanne Morrison

TEXT:

...the group of derivatives users yesterday that they "might find it advantageous to use this type of professional trading market, which

seeks to combine the **advantages** of exchange and OTC markets."

She urged the group to comment on the proposal.

"Late..."

38/3,K/23 (Item 3 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text
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0156533

Derivatives Disclosure, Accounting Standards Need More Work, Fed's Phillips Says

The Bond Buyer - November 4, 1994; Pg. 2; Vol. 310, No. 29522
Word Count: 593

BYLINE:

By Joanne Morrison

TEXT:

...policymakers, both in the United States and abroad, will continue to emphasize."

Phillips said that **trading** and **risk** management **techniques** in derivatives have evolved at a faster pace than public disclosure of these activities. She...

38/3,K/24 (Item 4 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text
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0149080

Firms Should Improve Disclosure About Derivatives in 1993 Reports, FASB Officials Say

The Bond Buyer - January 12, 1994; Pg. 7; Vol. 307, No. 29318
Word Count: 421

BYLINE:

By Lynn Stevens Hume

TEXT:

... risks. Firms should try to quantify their derivatives dealer activities by providing the percentage of **trading** volume for each **type** of product or **risk**.

* Pull it together. All of the derivatives disclosures should be put in one place, rather...

38/3,K/25 (Item 5 from file: 626)
DIALOG(R)File 626:Bond Buyer Full Text
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0092554

Dutch Auction Becoming Popular Among Issuers Of Municipals

The Bond Buyer - October 6, 1988; Pg. 1(89); Vol. 285, No. 27991
Word Count: 1,055

BYLINE:

By Bishakha Datta

TEXT:

Dutch **auction**, a new financing **technique** that proponents say offers all the **benefits** of variable-rate debt, but none of the risks, is slowly but surely catching on...

...planned to pay it back at maturity?"

Since there are no puts in the Dutch **Auction technique**, there are no put **risks**.

Mr. Lash said the association considered a seven-day variable-rate financing and a 30...

38/3,K/26 (Item 1 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04558968

Adding Cultural Fit to Your Diligence Checklist: Culture due diligence helps buyers spot likely people problems at a target and determine whether potential clashes might sink the deal.

Mitchell Lee Marks

Mergers & Acquisitions Journal

December 1,1999 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH WORD COUNT: 4311 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...Discussing Culture Early

Smart acquirers put culture on the table at the earliest planning and **negotiating** sessions. That can be as early as when the acquisition strategies and selection criteria are...with m&a specialists, corporate generalists, and operations managers to raise their awareness of cultural **dynamics** in a deal and to enhance their approaches to due diligence and subsequent integration. In...firm's acquisition process. As part of her job, she delivers educational presentations on cultural **dynamics** in mergers and acquisitions to executives considering acquisitions and team members conducting due diligence. The...

...diligence as part of its candidate screening and has an explicit protocol for assessing cultural **dynamics** during due diligence. It begins with a review of documents to determine cultural and values...company. Individual scores are aggregated into team rankings and gaps are identified, first between the **two sides**' self-assessments and then between both sides' self-assessments and the evaluation of them made... cultural due diligence described here aim more to raise awareness and initiate dialogue on cultural **dynamics** than to provide a comprehensive assessment of the potential partners' cultures. The intent is not...

38/3,K/27 (Item 2 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04552752

Russia, The newly-wed and the nearly dead

Euromoney

June 10, 1999 PAGE: 254, 263 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH

WORD COUNT: 3640

RECORD TYPE: FULLTEXT

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TEXT:

...the government, says an official with the World Bank. A few months ago, the two **multilateral** institutions were determined to make all further lending dependent on Russia reforming the banking sector...audit says. Finding a solution on outstanding forwards with foreign partners is a matter of **bilateral** negotiations between Russian banks and their counterparties.

"These forwards are hanging over the banks like...the Trust and Investment Bank. At the time it lost its licence Menatep had been **negotiating** with foreign creditors and had agreed with them that a possible debt repayment would be...0

Goodwill	0	0	0
Other	-750	-150	-9
Treasury stock adjustments	0	-40	0
Other	7	1	46
Add back losses on domestic forwards	0	0	0
Net worth (base case)	-6	Goodwill	
0 0 0			
Other	-62	- 1 , 530	-930
Treasury stock adjustments	0	-761	0
Other	0	- 1 , 937	0
Add back losses on domestic forwards	0	0	0
Net worth (base case...)			

...between losses on forwards with non-residents at \$1=R7.15 and \$1=R16.06 0 8,210 1 , 168

Losses on domestic forwards (including Russian subs of OECD banks) 414 29,172 1...

...650 579

Loan loss provision -3,507 -1,524 -730 -1,544

Other loss provisions 0 - 1 , 451 -63 -50

Loss provision off-balance-sheet -135 -45 -172 0

MTM and provisions...

...losses on forwards with non-residents at \$1=R7.15 and \$1=R16.06 98 0 1 , 070 0

Losses on domestic forwards (including Russian subs of OECD banks) 136 0 4...0

Loss provision off-balance-sheet 0 -4 -411

MTM and provisions on equity portfolio 0 - 1 -55

Other losses on securities portfolio 0 0 0

MTM and provisions on government debt...

38/3,K/28 (Item 3 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04552737

Emerging Markets, Sovereign Bonds, Logic does not apply
Euromoney
June 10, 1999 PAGE: 16, 018 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 1116 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...have been brought to a head by attempts by the Paris Club, which has been **negotiating** a restructuring of Pakistan's **bilateral** debt, to persuade the government to also restructure its international bonds. The IMF has supported...loan be worth less than a bond? Why should bondholders have priority over loanholders? The **dynamics** of the capital market have changed so quickly while the regulatory framework hasn't had...

38/3,K/29 (Item 4 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04543894

Multilaterals and Agencies, Resurging popularity
Project Finance
December 10, 1998 PAGE: 38, 039 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 2257 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...above are state-owned or sponsored and carry out their operations pursuant to international conventions, **bilateral** agreements with sovereigns, or some form of intergovernmental agreement.

The EBRD is owned by a...

...eastern Europe and the Commonwealth of Independent States committed to and applying the principles of **multi - party** democracy.

Similarly, the IFC, a member of the World Bank Group, was established to encourage...

...the number and character of bond investors, it is likely to be far easier to **negotiate** with underwriters and rating agencies than with multilaterals, **bilaterals** and export credit agencies, and the covenant packages and acceleration events required by the bond...bound by the Investment Incentive Agreement between the US and Russia (April 3 1992) - a **bilateral** agreement which gives Opic certain rights regarding Russia. In view of such international obligations, local...move more

quickly and may save time and expense. Second, such institutions could be more **flexible** in terms of documentations and in particular, covenant packages which have been very tight in...

...conversion fee, a prepayment/cancellation fee, a late payment fee, out-of-pocket expenses of **multilateral** personnel. Sponsors should expect the process of completing a project to take between one year...

...least favourable to the borrower. Such institutions are less likely to be able to be **flexible** about such approaches and policies than commercial lenders.

Limited resources: All such institutions have relatively...

...the country of operation. Strategic investments are the focus.

Environmental Issues

When dealing with multilaterals, **bilaterals** and export credit agencies' environmental issues are never far from the surface. They place heavy...

38/3,K/30 (Item 5 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04543718

Asian Profiles, Showing the new face of Asia
Euromoney Magazine
December 10, 1998 PAGE: 86, 090 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 3435 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...with
reserve requirements for short-term borrowings.

"The exchange-rate system should have been more **flexible** from a long time ago. It should have come at the same time as we...their hands on bankrupt companies'
assets and acting as liaison with the IMF and other **multilateral** agencies that are supporting the reform effort.

Here the leading players are current finance minister...assets at cheap prices. They are also confused about disagreements between their various lenders.
The **two sides** are not speaking the same language."

Bankers Association chairman Soeworo slams borrowers who show up before they will come to the **negotiating** table.
"It's all about transparency," says Wolfgang Topp, head of credit at the Jakarta...

38/3,K/31 (Item 6 from file: 267)
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04536924

**InterVest Founder Prepares a Big Class-Action Suit against Bond Dealers:
Access to quotes, dealer markups will form heart of action**

Jeffrey Keegan

Investment Dealers Digest

July 27, 1998 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH WORD COUNT: 1368 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...allowing institutional investors to trade directly with one another, without going through a dealer. This **type** of screen-based **trading** offers several **advantages** from an investor's perspective, including constant

38/3,K/32 (Item 7 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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04536352

COVER STORY, Where sanctions may not pay

Project Finance

July 10, 1998 PAGE: 31, 032 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 2199 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...will proceed with phase two.

In Tamil Nadu, Enron's 250MW Ranipet power project is **negotiating** a power-purchase agreement. Echoing other project finance participants in India, Kimperly says Enron's...

...purchasing a 49% share of state-owned Orissa Power Generation for \$144.2 million. If **multilateral** bank and US agency funding dries up, AES will continue its projects with foreign agency...
...financing, according to Woodcock.

Yet Chadbourne & Parke's Martin asserts the financing is not always **interchangeable** because often commercial banks want **multilateral** lending participation, as an indirect form of insurance. Commercial banks feel governments are less likely to default when the World Bank is involved. Without **multilateral** loans the equation is sure to be more complex and arduous for project finance participants...

...projects often have expensive imported components which force the projects to finance with ECAs and **multilateral** banks.

On another front, Rose says Black & Veatch is joining others in the industry to...

38/3,K/33 (Item 8 from file: 267)

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04535350

RUSSIA, Oil in troubled waters

Central European

June 10, 1998 PAGE: 33, 034 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 1597 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...their own ambition to do something really big in Russia," says a banker at a **multilateral** institution. "There is a degree of schadenfreude in what has happened," he admits.

None of...oil prices."

In the Yukos and Sibneft case, the fall in prices altered the financial **dynamics** of a relationship which was already under strain because of a dispute over who would...a 5% stake in Yuksi. It is now thought to be in the process of **negotiating** a larger stake, probably around 12%, in Sibneft. US investment bank Salomon Smith Barney is...

38/3,K/34 (Item 9 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters
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04533625

Arab Banking, Ways to lend without interestMany Moslems are proud of their approach to finance but are bemused by western criticism. Richard Freeland explains.

Euromoney Magazine

May 10, 1998 PAGE: 118, 120 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 1937 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...in order to justify the methods they use.

Until the 20th century, Arabian trade was **barter** based and dependent upon face-to-face negotiations. Money was not therefore regarded as a...capital, who has no control over the management of the project.

Musharaka: A partnership between **two parties** who both provide capital towards financing a project. Profits are shared on a pre-agreed...

...Management may be carried out by both parties or either one. This is an extremely **flexible** partnership where the sharing of profits and management can be negotiated and pre-agreed by...

38/3,K/35 (Item 10 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04533623

Africa, Leaders of Africa's new deal They wear well-cut suits, shun bodyguards and are fluent in the language of the IMF. As Africa regains its capacity for

Euromoney Magazine

May 10, 1998 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 3531 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...are meticulously examined to see if they advance the drive to self-sufficiency. Instead of **negotiating** aid and loans, Issayas has concentrated on bringing in foreign investors for joint ventures in...enter the bidding for Ivoirian fields on the same terms as French oil companies. Quickly **switching** into flawless English for emphasis, Duncan insisted the core of the reform programme was to...

...increasingly credible since the end of the war in 1993 and the country's first **multi - party** elections in 1994. Inflation has come down from 54% a year in 1993 to 4...

38/3,K/36 (Item 11 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04532306

Turkish Banks, One minister: one bank

Euromoney Magazine

April 199 00, PAGE: 189, 192 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 2550 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...adept at satisfying the appetites of different regions, interest groups and cliques, and skilled at **negotiating** the family relationships and many other ties which weave the web of party politics in...delegation visiting Ankara to meet him again in Washington two months later. (Discussions between the **two sides** had been continuing **on** and **off** since Yilmaz came to power in July.) Taner, according to a central-bank source, received...

38/3,K/37 (Item 12 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00039584

Architecture, A place of your own
Euromoney Magazine

February 00, 1998 PAGE: 169, 171 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 2749 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...be looked upon necessarily as an advantage," says KPF's Polisano. "While contact between different **types** of **trading** can have its **advantages**, the drawback is that there is a tendency for frenzy in one area to spill...

38/3,K/38 (Item 13 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00032942

Revisiting the Merger Syndrome: Crisis Management
Mergers & Acquisitions
July/August, 1997 VOL: 32 ISSUE: 1 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: INVESTMENT DEALERS DIGEST
LANGUAGE: ENGLISH WORD COUNT: 4768 RECORD TYPE: FULLTEXT

(c) INVESTMENT DEALERS DIGEST All Rts. Reserv.

TEXT:

...organization.

Often, the crisis-management reaction is an outgrowth of target management's role in **negotiating** and executing the merger. Invariably, the chief executive and a few key members of the...

...s team take charge during a period that may be punctuated by around-the-clock **bargaining** on price, terms, and other conditions of the deal. This corps of executives tends to...

...coupled with potential for loss and gain, also can lead to crisis management. Finally, the **dynamics** of working with unfamiliar parties, coupled with gamesmanship involved in negotiations, also lead top executives...have worked with have accelerated team development with formal training in areas like group process **dynamics** and creative problemsolving, in effect preparing them to act when the deal is set. Unless...wrong way to go because it adds to uncertainty and creates artificial barriers between the **two sides**. In contrast, Delta Airlines asked managers and employees to reach out and build rapport with...merger with Lockheed, Martin Marietta had acquired, but never fully integrated, aerospace businesses of General **Dynamics** Corp. and General Electric Co. GE, in turn, had never integrated RCA Corp.'s space...

...be angry with the other organization. Overt and covert hostility happens here.

Next comes the **bargaining** stage. The natural tendency for "losing" employees is to protect themselves. They resist integration, formulate...

38/3,K/39 (Item 14 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00028040

Read Very Carefully Before Signing Pre-Deal Documents
Mergers & Acquisitions Journal

January/February, 1997 VOL: 31 ISSUE: 4 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: INVESTMENT DEALERS DIGEST
LANGUAGE: ENGLISH WORD COUNT: 2314 RECORD TYPE: FULLTEXT

(c) INVESTMENT DEALERS DIGEST All Rts. Reserv.

TEXT:

...context. This purported breach caused quite a stir for a few days and changed the **dynamics** of the deal process. Ultimately, Grumman decided to accept Northrop's higher offer.

Here's...

...when there are many bidders, you never know whether someone else has gotten creative in **negotiating** some special provisions that could give them an advantage in the process. A bidder must...

...under which bids can be submitted, should a competing bidder get that same treatment?

Sometimes, **negotiating** the specifics of a "custom tailored" agreement can take a lot longer than expected. I...

...were in two different locations, proceeded to spend most of the weekend on the phone **negotiating** with the buyer's counsel. At one point, we spent nine straight hours on the...of the transaction and \$100 million of sales or assets on the other side. The **two sides** must file with the government beforehand to get clearance, which takes at least 30 days...

...decided that because of the complexity of the transaction, the time it would take to **negotiate** the long-form definitive agreement, and the widening circle of people getting involved, they would...transaction off to a good start, and may provide you with important protections - and even **negotiating** leverage - at a later date. With well-drafted confidentiality agreements and letters of intent, the...

...transaction off to a good start, and may provide you with important protections - and even **negotiating** leverage - at a later date.

38/3,K/40 (Item 15 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00017587

Israel, Iftric, Iftric's two-year turnaround
Project and Trade Finance
January 21, 1997 PAGE: 034 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 1107 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...the need for cooperation with other agencies and multilaterals, Iftric has signed a number of **bilateral** agreements, most notably with Opic, the EBRD, Turk Ex-Im Bank, Austria's OKB and...in Brazil, where the main problem is pre-shipment insurance," he says. "Iftric is not **flexible** enough to give this, so we got a better deal from Lloyd's. We are...

...term commercial risks. "We are still lacking in this respect," says Klausner. "But we are **negotiating** with the

government and are near agreement. If we receive the go-ahead to cover...

38/3,K/41 (Item 16 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00009535

Cover Story, The fear that dares to speak its name
Euromoney Magazine
August 19 00, PAGE: 66, 072 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 3926 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...a club of major international banks created FXNet in 1984. That nets foreign exchange payments **bilaterally** between roughly 30 international banks in 16 currencies, reducing the physical payments and hence their...

...Swift Accord in 1990, which logs members' foreign exchange transactions and allows them to net **bilaterally**. A group of European banks last year went live with Echo (Exchange Clearing House), a **multilateral** netting system, after two years of trials followed by one awaiting approval. **Multilateral** netting reduces the physical flows still further, since members transfer their deals to a single...say Echo officials) netted to around \$2 billion.

In North America there is a similar **multilateral** clearing house, Multinet - not yet in operation - being established by six Canadian and two US...

...billion, and further to a mere \$6 billion if instantaneous payment-versus-payment is applied.

Multilateral netting is a good interim solution, since it reduces the total payment flows. Echo has...

...stands in the way of inter-dealer relationships and opportunities for horse-trading and re- **negotiating** forward deals during their life. JP Morgan and Bankers Trust, among others, see that as...

...legal certainty in the relevant jurisdictions, technical soundness, fair access, and in the case of **multilateral** netting the ability to ride out the default of the one counterparty with the biggest...be of a minimum size and standing. The system would also take netted payments from **bilateral** or **multilateral** netting systems, such as Echo or Multinet, or netted flows from pairs of banks.

But...not rejected - both sides, including the innocent party, have to settle that day's deals **bilaterally**. Echo is seen by supporters as more user-friendly, but its critics argue that it...

...be modified. It seems that the big US banks

favour Multinet's more rigorous, less **flexible** risk-management approach. But Echo's advantage is that it is up and running, and at Echo.

If the big banks have their way, a merged **multilateral** netting system would also have to lose its clearing-house status. The big banks want...

...lot can be done without seeking fancy solutions. FXNet has shown what risk reduction simple **bilateral** netting can achieve.

Bilateral netting agreements between banks, such as IFEMA (the International Foreign Exchange Master Agreement) and the...
...cost and close-out netting.

They have reduced much of the incentive to create a **multilateral** foreign exchange clearing house. Citibank, originally one of the founders of Multinet, pulled out to focus on its own **bilateral** netting agreements. "It would have been difficult getting people to sign with us **bilaterally** if they knew we were going for a **multilateral** system which would take multiple years," says Sy Rosen, vice president for payment systems at...?

?t39/3,k/all

39/3,K/1 (Item 1 from file: 267)
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04585093

Who's Who in Media & Telecom Finance

Editorial Staff

Investment Dealers Digest

November 19, 2001 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH WORD COUNT: 4130 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...billion Senior Notes, Joint Book Manager
Dobson Communications - Sole Advisor for \$546 million Wireless Licenses

Auction

Knight-Ridder - \$300 million Notes,
Joint Book Manager

Media General - \$200 million Senior Notes, Lead...billion bonds due 2001,
and Bookrunner and

Co-ordination Agent for a \$14.55 billion **bilateral** facility

Yell - Lead Arranger for a 1.05 billion acquisition financing facility
and

Co-Manager...million IPO carve-out of Instinet
Sprint - Joint Bookrunner, US\$3.7 billion Sprint PCS **Concurrent** Equity/
Mandatory Convertible Offering

Sprint - Joint Bookrunner, US\$2.4 billion global bond issue

Sprint...

?

Search Report from Ginger D. Rollins

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File 15:ABI/Inform(R) 1971-2002/Nov 23
    (c) 2002 ProQuest Info&Learning
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    (c) 2002 The Gale Group
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    (c) 2002 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2002/Nov 21
    (c) 2002 The Gale Group
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    (c) 2002 Resp. DB Svcs.
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    (c) 2002 McGraw-Hill Co. Inc
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File 636:Gale Group Newsletter DB(TM) 1987-2002/Nov 25
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    (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
    (c) 1999 PR Newswire Association Inc
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Set	Items	Description
S1	244	(CONCURRENT? OR SIMULTANEOUS? OR SWITCH? OR TOGGL?) (S) (NEGOTIATION? OR NEGOTIATING OR AUCTION OR BARTERING) (S) (BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTILATERAL? OR UNILATERAL? OR "ONE-TO-ONE" OR "MANY-TO-MANY" OR TWO()PARTY)
S2	4	S1(S) (MODEL? OR TECHNIQUE? ? OR STYLE? ?) (S) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S3	4	RD (unique items)
S4	468	(CONCURRENT? OR SIMULTANEOUS? OR SWITCH? OR TOGGL?) (S) (NEGOTIATION? OR NEGOTIATING OR AUCTION OR BARTERING) (S) (BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTI()LATERAL? OR UNILATERAL?)
S5	7	S4(S) (MODEL? OR TECHNIQUE? OR STYLE? ?) (S) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S6	3	S5 NOT S3
S7	2	RD (unique items)
S8	27052	(BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTI()LATERAL? OR UNILATERAL? OR "ONE-TO-ONE" OR "MANY-TO-MANY" OR TWO()PARTY) (3W) (NEGOTIATION? ? OR NEGOTIATING OR AUCTION? ? OR BARTERING)
S9	3	S8(10N) (MODEL? OR STYLE? ? OR TECHNIQUE? ?) (10N) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S10	2	RD (unique items)
S11	85	S8(8N) (ADVANTAGES OR BENEFITS)
S12	78	RD (unique items)
S13	47	S12 NOT PY>1999
S14	47	RD (unique items)
?		

?t3/3,k/all

3/3,K/1 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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19971547 (USE FORMAT 7 OR 9 FOR FULLTEXT)
DEFENCE COOPERATION India-Russia Military Equipment Relationship
STATESMAN (INDIA)
November 26, 2001
JOURNAL CODE: FSTN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1330

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... was soon followed by another major deal for the acquisition of T-90S tanks. **Negotiations** for the acquisition of the Russian aircraft carrier Admiral Gorshkov have been going on for...

... its re-fitment and for the fighter aircraft and helicopters to be stationed on board. **Negotiations** for the purchase or lease of several other major weapon platforms, including submarines and frigates...

... few other West European AJTs. The erstwhile Soviet Union had seldom agreed to sell new **models** of weapons systems to other countries. During the Cold War, like the US, the Soviets...

... systems and, in some cases at least, deliveries to foreign clients are being effected almost **simultaneously** with the introduction of new weapons systems in Russias armed forces. Indias recent defence equipment...

... congruence Joint development would synergise the specialised capabilities of the two countries to the mutual **benefit** of both. Due to the burgeoning costs of the development of major weapon platforms, the trend the world over is to undertake joint or **multilateral** development in which costs as well as technology are shared in a transparent manner. Only ...

...existing surface-to-air defences against enemy aircraft and medium-range ballistic missiles (MRBMs), while **simultaneously** undertaking indigenous development of the system. Indian and Russian foreign policies have seldom been in...

... West, military technology denial regimes, weapons, equipment and spares supply agreements that are hostage to **unilateral** sanctions and the impact of non-proliferation policies, make Western companies unreliable suppliers of defence...

3/3,K/2 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

11857460
New world order facing resistance
YOMIURI SHIMBUN/DAILY YOMIURI
July 09, 2000
JOURNAL CODE: FYOM LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1909

... revolution, millions of pieces of information can be shared by people in the world almost **simultaneously**. This has started to shake its very foundations the traditional way of managing politics or...

...of this, it is easy for people to consider the United States as the best **model** of the new world order. That is probably why terms such as an "American standard..."

... be potentially governed by a common philosophy, whether it is referred to as an American **model** or not. It is the position that Christianity and communism dreamed of but could not and made efforts to be graced with its **benefits**. However, when viewed with the knowledge of hindsights, it is only natural that solid domestic...

... president authority to negotiate trade bills beyond the control of Congress. NGOs also forced a **Multilateral** Agreement on Investment (MAI) at the Organization for Economic Cooperation and Development to be scrapped. Last December in Seattle, NGOs prevented the launch of a new round of **multilateral** trade **negotiations** under the World Trade Organization. These are new political movements that could not have been...

... are special characteristics in the behavioral patterns of such NGOs: -- NGOs in different countries take **advantage** to the full of the Internet to cooperate with each other. -- They do not respect...

...required under the new world order, such as transparency, accountability and democratic procedures. -- They evaluate **benefits** of globalization and market economy simply from a viewpoint of individuals. The energy of many ...

... And individuals have to answer the question: "What should be paid in exchange for the **benefits** available in society? To each of these questions, each party has to find an answer...

3/3, K/3 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

04013894 Supplier Number: 53208580 (USE FORMAT 7 FOR FULLTEXT)
-ECONOMIC RESEARCH SERVICE: Free trades in Americas - - Intl agriculture and trade -- Part I of III.

M2 Presswire, pNA
Nov 11, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 6525

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...and actively pursuing. An FTAA that eliminates tariffs among the 34 Western Hemisphere countries would **benefit** the U.S. agricultural sector and the U.S. economy as a whole--if the...

...in the region are already relatively low and are being further reduced through bilateral and **multilateral** agreements. Further, broad-based trade liberalization could boost economic growth by stimulating investment and reallocating...

...less to the rest of the world. -- U.S. soybean exports would be expected to **benefit** from the removal of tariffs. An FTAA would expand soybean oil sales to the Caribbean...indicating that this segment of the industry can compete effectively at world prices and could **benefit** under an FTAA. U.S. producers in the traditional "quota" production areas of the Southeast...

...that excludes the United States than with a full FTAA, because the two

countries already **benefit** from trade liberalization with the United States under NAFTA. In an FTAA including the United...

...countries met at the second Summit of the Americas in Santiago, Chile, to launch formal **negotiations** for a Free Trade Area of the Americas (FTAA). The FTAA 1/ was originally proposed...

...the trade ministers of the participating countries met to lay the groundwork for the formal **negotiations**. The trade ministers' final declaration in March 1998 called for **negotiations** to begin at the Santiago summit and to be completed by the year 2005. 1...

...1994), Western Hemisphere Economic Integration, Institute of International Economics, focused on what issues the FTAA **negotiations** should cover, how the **negotiations** might be structured, and what the implications of an FTAA might be for the hemisphere...

...well as for the rest of the world. The trade ministers called for the FTAA **negotiations** to be consistent with the World Trade Organization and to improve upon WTO rules and...

...not be increased (see box "Free Trade Areas..."). Discussions for the FTAA are to proceed **simultaneously** in nine **negotiating** groups, including a separate group on agriculture. The other groups are market access; investment; services...countries. The Understanding on the Interpretation of Article XXIV concluded in the Uruguay Round of **multilateral** trade **negotiations** clarifies and strengthens the GATT disciplines applying to free trade agreements. In general, the purpose... abandoning the import-substitution strategy in favor of more market-based economic policies. Chile implemented **unilateral** trade reforms in 1985, adopted a flat 20-percent ad valorem tariff for almost all...

...a variable levy to insulate domestic markets from international price fluctuations. In addition to adopting **unilateral** tariff reductions, Chile has formed regional trade agreements throughout the hemisphere to foster further trade...figure 5). About 40 trade agreements currently exist, and at least another dozen are under **negotiation**. In addition to NAFTA and MERCOSUR, the major agreements in the hemisphere include the Andean...

...without affecting imports from nonmembers. Trade diversion occurs if the preferential tariffs cause importers to **switch** from more efficient suppliers outside of the agreement to less efficient suppliers within the agreement...

...for imports from nonmembers as well as from other members. In this way, countries could **benefit** from the formation of an FTAA even if they were not members. Analyzing an FTAA...

...of an FTAA involves a two-step process. First, we use a computable general equilibrium **model** (CGE, see box "Notes on the Data...") to obtain the economywide and sectoral effects of...

...broad commodity aggregations for agriculture in the database. Then, we use the findings of the **model** and supplement them with other relevant agricultural market and ...and also permits us to capture the uniqueness associated with certain agricultural commodities. The CGE **model** is global in the sense that all regions in the world are covered. Production and consumption decisions in each region are determined within the **model** following behavior that is consistent with economic theory. **Multilateral** trade flows and prices are determined **simultaneously** by world market clearing conditions. In other words, prices adjust to ensure that total demand equals total supply for each commodity in the world. The general equilibrium feature of the **model** means that all economic sectors agricultural and nonagricultural--are included. Hence, resources can move

among...

...grains and livestock sectors, for example, are consistent with adjustments in the service sector. The **model** is static in the sense that the supply of resources (labor, capital, and land) is...

...that would be expected as a result of trade liberalization are not captured in the **model**. The **model** allows the existing resources to move among sectors, thereby capturing the effects of the more...

...States remain unchanged. BEGIN BOX Notes on the Data for the FTAA Computable General Equilibrium **Model** The FTAA CGE **model** was developed by ERS and the University of Minnesota. The major parameters of the **model** on production, consumption, trade, and policy measures were calibrated from the Global Trade Analysis Project...

...3, which represents the world as of 1992, currently the most recent data available. The **model** includes the following countries and aggregated regions: the United States, Canada, Mexico, Argentina, Brazil, Chile...
...critically on the initial level of protection and the degree of liberalization assumed in the **model**. Trade measures for the regions and commodities are represented as ad valorem tariff equivalents in...

...even a category like wheat includes diverse products that face varying import restrictions. In the **model**, trade liberalization is simulated by reducing the ad valorem tariff equivalents. Furthermore, trade liberalization does...

...tariff barriers are eliminated. Therefore, the tariff equivalent is not reduced to zero in the **model** even when the tariff component is eliminated. END BOX Estimated Impacts of an FTAA According to ERS analysis, the United States could **benefit** from membership in an FTAA but could be negatively affected if an FTAA were formed...

...membership is important to the outcome. The global effects of an FTAA are positive, with **benefits** to members more than offsetting losses to outsiders, and the global gains are larger if...

...FTAA would be small. Furthermore, because the static framework used in this analysis accounts for **benefits** generated by re-allocation of resources, it fails to account for changes in capital investment...existing stock of productive resources in each member country to be reallocated according to comparative **advantage**, improving the economic efficiency of members. The small estimated static impacts of an FTAA on...

...markets where they currently receive preferential access. The Andean countries and Brazil are estimated to **benefit** from an FTAA in terms of GDP regardless of whether the United States is a member, but they gain more without U.S. participation. Central America and the Caribbean **benefit** from the formation of an FTAA, and their gains are larger with U.S. participation...

...with no agreement. This suggests that the lowest-income regions in the hemisphere stand to **benefit** the most from U.S. participation in an FTAA.
*M2 COMMUNICATIONS DISCLAIMS ALL LIABILITY FOR...

3/3,K/4 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04009032 Supplier Number: 53183803 (USE FORMAT 7 FOR FULLTEXT)

-UN: Assembly calls on Iraq to cooperate with IAEA, stresses need for greater transparency by Iraq.

M2 Presswire, pNA

Nov 4, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 6669

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the International Atomic Energy Agency (IAEA) to strengthen the nuclear safeguards system, in particular, the **Model** Additional Protocol approved in May, and urged its rapid and universal implementation by all concerned

...

...to note that the Agency's programmes which directed attention to the use of isotopic **techniques** in order to identify populations at risk and to monitor and improve the effectiveness of...

...Director-General's initiative to provide the Democratic People's Republic of Korea with the **model** Additional Protocol. She hoped that country would cooperate fully with the Agency in the implementation...

...developed. The main aim of that process must result in improved cost effectiveness to the **benefit** of Member States. Slovakia was looking forward to the preparation of the medium-term strategy...raising concern about possible mischief by another State; however, action should not be arbitrary or **unilateral**, as the IAEA was the competent authority to address such concerns. The universality of a...appropriate regional arrangements to free the area of nuclear weapons. A recent workshop on verification **techniques**, which had been held at Egypt's request, had helped the Agency to implement its...

...the Promotion of Science and Nuclear Technology in Latin America as an instrument to build **multilateral** cooperation for the peaceful uses of nuclear energy in the region. In conclusion, the integrated...countries had benefitted from technical cooperation with the IAEA. In turn, it had shared those **benefits** with other countries. His country was concerned, however, by the position adopted by many developed...

...mass destruction. Such a space should be based on the balance of legal and political, **multilateral** and **unilateral** obligations of States. Belarus attached great significance to the strengthening of the safeguards system and...

...L.18. In an effort to get the broadest support for the amendment following the **negotiations** of the co- ...within the boundaries of the agreed framework, which was not based on trust, but on **simultaneous** actions by both sides. The activities of the Agency in his country were correlated with...

...in proportion to its implementation. The Democratic People's Republic of Korea did not have **unilateral** obligations, and if the Democratic People's Republic of Korea-United States Agreed Framework was...

?

?t7/3,k/all

7/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

07095459 Supplier Number: 59952899 (USE FORMAT 7 FOR FULLTEXT)
**EU DRUGS STRATEGY 2000-2004: COMMISSION AND PRESIDENCY EMPHASISE
INTERNATIONAL COOPERATION.**

European Report, pNA
March 8, 2000
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 3961

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...illegal traffic in and the demand for narcotics. The participants consult closely on international and **bilateral** narcotics policy, taking into account the 1971 and 1988 United Nations conventions on narcotics. In

...

...the Union. I am certain that both the Member States and the Candidate Countries will **benefit** from this discussion."Commissioner Vitorino went on to amplify his remarks: "We must continue to...importance of increasing technical assistance to the Mexican government and of transferring know-how and **techniques** with a view to reform of the legal machinery, the public prosecutor's office and...

...Drugs Traffic") or partially ("Health") will be invited to brief the HDG on their activities. **Concurrently**, the multidisciplinary Council group on organised crime has issued a questionnaire to the Member States... introduction of such a programme. For now, seven co-operation agreements are already at the **negotiation** stage. Spain intends to launch a programme of this type soon, since it too recognises the **advantages**. In 1997, the number of co-operation agreements concluded came to 221 (191 in 1996...

7/3,K/2 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

04554404 Supplier Number: 59224305 (USE FORMAT 7 FOR FULLTEXT)
JUSTICE & HOME AFFAIRS: WORK STARTS ON DRAFT STRATEGY ON ORGANISED CRIME.
European Report, pNA
Feb 5, 2000
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 2365

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...legal commercial structures as a front for their criminal activities. Moreover, they are taking full **advantage** of the free movement of capital, goods, people and services afforded by the ...of many criminal organisations enables them to exploit the anomalies of different systems, to take **advantage** of legal loopholes and differences in legislation between the Member States. While the threat from...involvement in organised crime (the EUCLID programme), and Europol is currently working on a joint **model** in this area. The MDG regards this as an absolute, immediate and permanent priority, for...outside the European Union. The proposal should tackle the issue of trust funds and other **techniques** used to hide the

true identity the owners of assets. The Council should draw up a standard form of agreement by December 31, 2001 for **negotiations** with offshore and onshore financial centres and tax havens, with a view to ensuring they... account of the rights and interests of innocent third parties. An instrument should be adopted **simultaneously** on the division of confiscated assets between the Member States. The Commission is invited to ...role played by the European Judicial Network, notably in respect of telephone tapping and special **techniques** of investigation. It is important, in this respect, to examine procedures for the establishment of ...through their gradual integration into the Community strategy. The MDG argues that greater cooperation offers **benefits** to both parties since while integrating the *acquis communautaire*, the candidate countries, which have considerable...be considered, taking account of the findings of the on-going analytical assessment. Within a **bilateral** framework, the Member States should examine the scope for commitments towards candidate countries and the...

...a view to identifying stolen goods, notably cars, and extending the use of such investigation **techniques** as traced deliveries and undercover operations.

?

?t10/3,k/all

10/3,K/1 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12346466 SUPPLIER NUMBER: 60582485 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Selected Papers.

American Journal of Agricultural Economics, 81, 5, 1282

Dec, 1999

ISSN: 0002-9092 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 29929 LINE COUNT: 02680

... North American agriculture and food industries have been analyzed using a novel global dynamic CGE **model**. Whereas North American farmers are negatively affected, food producers are expected to **benefit** in the long run from the Asian crisis.

"**Multilateral Trade Negotiations** in the Latin American Region: Economywide and Sectoral Impacts." Constanza Valdes and Marinos Tsigas (USDA...).

10/3,K/2 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

10960712 SUPPLIER NUMBER: 54405381

The role of multilateral institutions in international trade cooperation.

Maggi, Giovanni

American Economic Review, 89, 1, 190(2)

March, 1999

ISSN: 0002-8282 LANGUAGE: English RECORD TYPE: Abstract

...ABSTRACT: Organization (WTO) in the facilitation of international cooperation is analyzed by means of a multicountry **model**. The potential **benefits** offered by the WTO in terms of verification of violations of agreements and in the promotion of **multilateral trade negotiations** were also taken account in the study. The importance of a multilateral approach when bilateral...
?

?t14/3,k/all

14/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01036520 96-85913
Recovery of benefits conferred pursuant to failed anticipated contracts - Unjust enrichment, equitable estoppel or unjust sacrifice?
Pegoraro, E P
Australian Business Law Review v23n2 PP: 117-144 Apr 1995
ISSN: 0310-1053 JRNLD CODE: ABU
WORD COUNT: 17192

...TEXT: knowing and intending the plaintiffs to rely on this expectation to their detriment, and then **unilaterally** withdrew from the **negotiations**. (109)

The **advantages** of equitable estoppel in such cases, compared to unjust enrichment, include the following:

(1) Its...

14/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00909788 95-59180
Divesting in the 1990s
Greco, Matthew
CFO: The Magazine for Senior Financial Executives v10n9 PP: 97-100 Sep 1994
ISSN: 8756-7113 JRNLD CODE: CFO
WORD COUNT: 1962

...TEXT: Policy, a New York-based newsletter published by Securities Data Publishing.

MECHANISMS FOR SELLING BUSINESSES

BILATERAL NEGOTIATIONS

Selected Advantages

- * Very limited, controlled disclosure.
- * Minimizes uncertainty in the seller's organization.
- * Can complete a transaction...

14/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00898600 95-47992
Mapping the right routes after the decision to sell
Foster, Jonathan F
Mergers & Acquisitions v29n1 PP: 36-41 Jul/Aug 1994
ISSN: 0026-0010 JRNLD CODE: MEA
WORD COUNT: 3526

...TEXT: is a risk that maximum value may not be realized. A summary of the general **advantages** and disadvantages of **bilateral negotiations** are:

ADVANTAGES

- * Very limited, controlled disclosure.
- * Uncertainty is minimized in the seller's organization.
- * Transaction can be...

14/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00405077 88-21910
Manufacturing in America: On the Way Back
Modic, Stanley J.
Industry Week v236n10 PP: 78-80 May 16, 1988
ISSN: 0039-0895 JRNL CODE: IW

...ABSTRACT: particularly since there has not been a significant exchange-rate adjustment and tremendous labor cost **advantages** still exist. He emphasizes that **bilateral negotiations** that achieve exchange-rate adjustments and tougher trade policies are essential. In respect to imports...

14/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00127527 80-21578
A Lively Decade for Multinationals
Katz, Abraham
Business America v3n21 PP: 18-20 Oct 20, 1980
ISSN: 0361-0438 JRNL CODE: CT

...ABSTRACT: continue to secure an equalizer on illicit payments. 4. MNCs will begin to receive the **benefits** of the agreements reached under the **Multilateral Trade Negotiations** held from 1973-1979 under the General Agreement on Tariffs and Trade.

14/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00100332 79-15374
A Practitioner's Views on Wage Incentives
Massel, Michael Z.
Industrial Management v21n4 PP: 11-13 July/Aug. 1979
ISSN: 0019-8471 JRNL CODE: IM

...ABSTRACT: as direct payment for satisfactory output, and can be established through time study analysis, tradition, **unilaterally**, or via **negotiation**. **Advantages** to the employers are: 1. increased productivity, 2 more easily determined labor costs, 3. lower...

14/3,K/7 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00071813 78-06134

Aspects of unilateral trade policy and factor adjustment costs

Mutti, John

Review of Economics & Statistics v60n1 PP: 102-110 Feb. 1978

ISSN: 0034-6535 JRNLD CODE: RES

...ABSTRACT: model can be used to demonstrate that incomplete tariff removal results in even larger net **benefits**. The relevance of this unilateral analysis to **multilateral** trade **negotiations** is noted.

...

14/3,K/8 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

03302058 Supplier Number: 44559711 (USE FORMAT 7 FOR FULLTEXT)

Codeshares all round

Airline Business, p6

April, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 533

... a paradox, because you get the blurring of nationality of carriers and a blurring of **benefits**. You almost see the **bilateral negotiating** process putting itself out of business.' M Jennings R Whitaker

14/3,K/9 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

01742499 Supplier Number: 42181223 (USE FORMAT 7 FOR FULLTEXT)

Rattling the chains

Airline Business, p24

July, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3434

... block negotiations and true multilateralism. "Bilateral negotiations between 'blocks' should not be confused with genuine **multilateral negotiations** where . . . **benefits** are extended equally to all parties to the negotiation." In this sense, he said, it...

14/3,K/10 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

01462442 Supplier Number: 41764983 (USE FORMAT 7 FOR FULLTEXT)

Europe 1992: chaos and opportunity

Airline Business, p10

Jan, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1497

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...a potential catalyst for multilateralism to take over the aviation world's complex web of **bilateral route negotiations**. At the same time, the future **benefits** of a deregulated Europe for non-European airlines are shrouded in regulatory uncertainty in both...

14/3,K/11 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12139092 SUPPLIER NUMBER: 61187371 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Notes for a Development Round.

METZGER, JEAN-MARIE

OECD Observer, 32

Dec, 1999

ISSN: 0029-7054 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 543 LINE COUNT: 00046

... markets within a framework of strong rules and disciplines agreed through multilateral (as opposed to **bilateral**) **negotiations** promises even more **benefits**. This is because multilateral rules "level the playing field", for large and small economies to...

14/3,K/12 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08573940 SUPPLIER NUMBER: 18158892 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Rhone-Poulenc tightens multinational control.

Damas, Philip

American Shipper, v38, n3, p46(2)

March, 1996

ISSN: 0160-225X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1579 LINE COUNT: 00130

... involving our American colleagues. It works very well."

Lower freight costs are one of the **benefits** of this **bilateral negotiation** effort. Nomdedeu estimates that the average ratio of transport cost to total sales revenues is...

14/3,K/13 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08457265 SUPPLIER NUMBER: 17939940 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Empowering South Pacific fishmongers: a new framework for preferential access agreements in the South Pacific tuna industry.

Bostwick, Lisa K.

Law and Policy in International Business, 26, n3, 897-916

Spring, 1995

ISSN: 0023-9208 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5824 LINE COUNT: 00502

... Second, fishing agreements have traditionally been negotiated between governments. In response, although there may be **benefits** for **bilateral negotiations** between governments whose fishing fleets operate in each other's territorial waters, at present there...

14/3,K/14 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07869690 SUPPLIER NUMBER: 16520039 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Longhaul freedom. (bilateralism undermines long-distance airline competition)

Chataway, Christopher
Airline Business, v11, n2, p48(3)
Feb, 1995
ISSN: 0268-7615 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1912 LINE COUNT: 00168

... are other hopeful signs. Traditionally, airline representatives - but not other interested parties - take part in **bilateral** air services **negotiations** and calculations of the balance of airline **benefits** count above all else. Now in some countries governments are paying more attention to wider...

14/3,K/15 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07869637 SUPPLIER NUMBER: 16021181 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Coded warnings. (a case for codesharing deregulation)

Goldman, Michael F.
Airline Business, v11, n1, p26(3)
Jan, 1995
ISSN: 0268-7615 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2146 LINE COUNT: 00188

...ABSTRACT: codes of both are used. Codesharing is not the addition of actual flights, as the **bilateral negotiations** that govern it suggest. The **benefits** to airlines are expanded international networks and leverage on CRS screens. The purview of regulatory...

14/3,K/16 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07291515 SUPPLIER NUMBER: 15405536 (USE FORMAT 7 OR 9 FOR FULL TEXT)
ASEAN and the multilateral trading system. (Association of Southeast Asian Nations) (Silver Anniversary Essays)

Stephenson, Sherry M.
Law and Policy in International Business, 25, n2, 439-448
Wntr, 1994
ISSN: 0023-9208 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3828 LINE COUNT: 00320

... requisite global framework for the success of ASEAN members. The Kennedy and Tokyo rounds of **multilateral** trade **negotiations** served to extend the **benefits** of lower tariff barriers on a most favored nation basis. This helped to foster more...

14/3,K/17 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06395984 SUPPLIER NUMBER: 13126309 (USE FORMAT 7 OR 9 FOR FULL TEXT)
UNITED AIRLINES UNION COALITION CONCLUDES LABOR SUMMIT
PR Newswire, 0310NY075
March 10, 1993
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 478 LINE COUNT: 00046

... foreign ownership limits;
3) establishing an absolute floor on airline fares;
4) equal air transportation **benefits** for U.S. carriers in
bilateral
negotiations with foreign carriers;
5) reduction of unnecessary, costly programs such as drug/alcohol
testing, increased...

14/3,K/18 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05889399 SUPPLIER NUMBER: 11865915 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Free trade helps us defend our interests.
Morici, Peter
Financial Post, pS2(1)
Jan 11, 1992
ISSN: 0015-2021 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 840 LINE COUNT: 00070

... both set the agenda and determined the outcome of General Agreement
on Tariffs and Trade **multilateral negotiations**. The **benefits** of
access to the U.S. market were too large for other nations to ignore...

14/3,K/19 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05580735 SUPPLIER NUMBER: 11813209 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Working to build on the fragile peace.
MEED Middle East Economic Digest, v35, n51, p12(2)
Dec 27, 1991
ISSN: 0047-7230 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 569 LINE COUNT: 00044

... Israel will ask a high price, including access to Lebanon's water
resources, in any **bilateral negotiations**.
These difficulties aside, Lebanon has derived **benefits** from the
changes in the region, and can look forward at least to starting the...

14/3,K/20 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05429075 SUPPLIER NUMBER: 10943053 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Rattling the chains. (Airline Business conference 'Beyond Bilaterals.')
French, Trevor
Airline Business, p24(4)
July, 1991
ISSN: 0268-7615 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3679 LINE COUNT: 00304

... block negotiations and true multilateralism. "Bilateral negotiations between 'blocks' should not be confused with genuine **multilateral negotiations** where . . . **benefits** are extended equally to all parties to the negotiation." In this sense, he said, it...

14/3,K/21 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05098039 SUPPLIER NUMBER: 09854891 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Europe 1992: chaos and opportunity. (conference report: Europe 1992; a single aeropolitical market)
Jennings, Mead
Airline Business, p10(2)
Jan, 1991
ISSN: 0268-7615 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1623 LINE COUNT: 00132

TEXT:

...a potential catalyst for multilateralism to take over the aviation world's complex web of **bilateral route negotiations**. At the same time, the future **benefits** of a deregulated Europe for non-European airlines are shrouded in regulatory uncertainty in both...

14/3,K/22 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04892692 SUPPLIER NUMBER: 09348286 (USE FORMAT 7 OR 9 FOR FULL TEXT)
US views on 1992. (United States views on the 1992 European Free Trade Agreement)
Woolcock, Stephen
National Institute Economic Review, n134, p86(7)
Nov, 1990
ISSN: 0027-9501 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 5693 LINE COUNT: 00441

... to cover utilities. It argues that these are justified until such time as multinational or **bilateral negotiations** can offer the EC broadly equivalent **benefits** in other markets. The third country provisions, added to the utilities directive, take the form...

14/3,K/23 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04637219 SUPPLIER NUMBER: 08901815 (USE FORMAT 7 OR 9 FOR FULL TEXT)
International Trade in Services: an Overview and Blueprint for Negotiations. (book reviews)
Riddle, Dorothy I.
Journal of International Business Studies, v21, n1, p163(5)
Spring, 1990
DOCUMENT TYPE: review ISSN: 0047-2506 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 2090 LINE COUNT: 00173

... in convincing key developing countries to explore services issues and become familiar with the potential **benefits** to be gained in **multilateral services trade negotiations**. Indeed, the tenor of Chapter

12 (e.g., "early results," p. 289) and the appendix...

14/3,K/24 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04166081 SUPPLIER NUMBER: 09101338 (USE FORMAT 7 OR 9 FOR FULL TEXT)
More Free Trade Areas? (book reviews)
McGee, Robert W.
Mid-Atlantic Journal of Business, v26, n1, p117(1)
Fall, 1989
DOCUMENT TYPE: review ISSN: 0732-9334 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 493 LINE COUNT: 00039

... for \$10.95 in softcover. The study concludes that the United States should reject additional **bilateral** free trade **negotiations** because they would provide few **benefits** for the United States and could substantially increase the prospects for a "fortress Europe" and...

14/3,K/25 (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

03925688 SUPPLIER NUMBER: 07329536 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The U.S. hits Barbados as a captive insurance centre. (include related article on Barbados' parliament) (Treasure Islands)
Peagam, Norman.
Euromoney, pSSS31(4)
May, 1989
ISSN: 0014-2433 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3198 LINE COUNT: 00254

...ABSTRACT: The Barbados government is committed to building its international financial center business based on tax **benefits** derived from **bilateral** tax treaties. Current **negotiations** are underway with scores of European and Latin American countries which will potentially enlarge the...

14/3,K/26 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

03652152 SUPPLIER NUMBER: 06665964 (USE FORMAT 7 OR 9 FOR FULL TEXT)
US-Canada trade treaty okayed by Senate 83-9.
Barrett, Joyce
Daily News Record, v18, n181, p8(1)
Sept 20, 1988
ISSN: 0162-2161 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 747 LINE COUNT: 00060

... Max Baucus (D., Mont.) also spoke for the measure, saying that bilateral agreements have many **advantages** over **multilateral negotiations**. They can be completed quickly and provide a more flexible forum for addressing economic problems...

14/3,K/27 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

03459723 SUPPLIER NUMBER: 06225530 (USE FORMAT 7 OR 9 FOR FULL TEXT)
American Meat Institute files Section 301 complaint against Korea's ban of U.S. beef.

PR Newswire, 0216NYDC9
Feb 16, 1988

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 636 LINE COUNT: 00051

... GATT) and tariff concessions on (beef Korea) agreed to ... in the Tokyo round of the **Multilateral Trade Negotiations**. The quota and ban nullify and impair the **benefits** accruing to the United States under these agreements and pose obstacles to achieving their intended...

14/3,K/28 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

08751778 (USE FORMAT 7 OR 9 FOR FULLTEXT)
India: Call for industry data to build up dumping cases
BUSINESS LINE
December 17, 1999
JOURNAL CODE: FBLN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 330

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Seattle scenario, he said the WTO would make trading rule-based and this had its **advantages** in comparison to a regime where **bilateral negotiations** were the norm - because in the latter case, a powerful country could work its way...

14/3,K/29 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

05704590 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Vietnam-Cambodia joint declaration issued
BBC MONITORING INTERNATIONAL REPORTS
June 11, 1999
JOURNAL CODE: WBMS LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1505

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... in preventing attempts at sabotaging the traditional friendship between the two nations; and directly settling **bilateral** issues through peaceful **negotiations** for the **benefits** of the two peoples.
7. The two sides agreed to maintain high-level contacts in...

14/3,K/30 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

03446934 (USE FORMAT 7 OR 9 FOR FULLTEXT)
India to protest to WTO against U.S. blacklist
HINDU
November 16, 1998

JOURNAL CODE: FGIN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 656

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... an increasingly hostile economic environment, contrary to what was promised during the Uruguay Round of **Multilateral Trade Negotiations**. "The **benefits** actually accruing to the developing countries under the WTO framework have been far below expectations...

14/3,K/31 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

03315623 (USE FORMAT 7 OR 9 FOR FULLTEXT)
UN: External debt burden an obstacle crippling economic development of least developed countries
M2 PRESSWIRE
November 02, 1998
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 4391

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... of the Third WTO Ministerial Meeting and the agenda of the next round of the **multilateral trade negotiations**. A balance of interests and **benefits** for developed and developing countries was important for the credibility of the multilateral trading system...

14/3,K/32 (Item 5 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02147383 (USE FORMAT 7 OR 9 FOR FULLTEXT)
UN: Least developed countries need substantial financial and technical assistance
M2 PRESSWIRE
July 08, 1998
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 6153

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... well as additional improvements in favour of the least developed countries. Yet, consecutive rounds of **multilateral trade negotiations** have gradually eroded GSP **benefits**, and they have been further reduced following the expansion of preferential trading arrangements among major... legitimate rights. In addition, they should pursue their interests in order to gain the maximum **benefits** during the next round of **Multilateral trade negotiations**.

ALEJANDRO DE LA PENA (Mexico) said the external sector had become the prime engine of...

14/3,K/33 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0008501241 BOGFYABAERFT
Letters to the Editor: Free trade target date essential to remove

'spaghetti bowl' of barriers

From JAGDISH BHAGWATI and ARVIND PANAGARIYA
Financial Times, London Edition 1 ED, P 16
Tuesday, June 25, 1996
DOCUMENT TYPE: Letters; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
Word Count: 541

...agenda of worldwide free trade, an objective which Gatt pursued diligently through successive rounds of **multilateral** trade **negotiations** and whose **advantages** have been demonstrated by nearly half a century of experience.

Jagdish Bhagwati, Department of Economics...

14/3,K/34 (Item 2 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0007561006 BOEIOC7AD4FT

Leading Article: Mr Clinton's slow track

Financial Times, P 19
Thursday, September 15, 1994
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 481

TEXT:

...a 'fast-track' authority to the passage of the results of the Uruguay Round of **multilateral** trade **negotiations**. This setback is not without **advantages**. But the disadvantages outweigh them, since the US capacity to enter serious new trade negotiations...

14/3,K/35 (Item 3 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0007516618 BOEDHDEAGWFT

Survey of Switzerland (8): Still reluctant to join - Relations with the European Union

FRANCES WILLIAMS
Financial Times, P IV
Friday, April 8, 1994
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 804

...for Swiss operators.

More generally, the EU is determined to prevent Switzerland securing full EEA **benefits** too cheaply.

Agreement to Switzerland's **bilateral negotiating** agenda has been made contingent on parallel negotiations on an EU slate that includes the...

14/3,K/36 (Item 4 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0006515135 B0CDCA8AASFT

World Trade News: When Japan finds two's company, more a crowd - The

pressure for bilateral deals

ROBERT THOMSON and NANCY DUNNE
Financial Times, P 4
Friday, April 3, 1992
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 875

...insist that, while SII and the pact on semiconductor market share are the result of **bilateral negotiations**, the carefully worded agreements do not provide specific **benefits** for US companies. For instance, the chip pact, again becoming an issue in Washington, calls...

14/3,K/37 (Item 5 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0004564717 B08GVBVAABFT

Leading Article: Risks Of Reciprocity

Financial Times, P 22
Friday, July 22, 1988
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 687

...liberalisation, even when such liberalisation would be in the EC's own interest. Finally, the **advantages** one thinks one has gained in any **bilateral negotiation** can well be overturned as soon as one's partners negotiate agreements with third parties...

14/3,K/38 (Item 6 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0004543059 B08KPBNA7FT

World Trade News: EC Reminds Tokyo Of Commitment To Reciprocity

IAN RODGER
Financial Times, P 7
Wednesday, November 16, 1988
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 282

...trade officials have long been frustrated by the Commission's demands for 'reciprocity', 'balance of **benefits**' and similar concepts in their **bilateral negotiations**.

Mr Hidehiro Konno, director of the international economic affairs division in Japan's Ministry of...

14/3,K/39 (Item 7 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0002521371 B0CB0BNAA9FT

World Trade News: Pressure grows to scrap Anglo-US air agreement - Michael Donne, Aerospace Correspondent, reports on American dissatisfaction with Bermuda Two

MICHAEL DONNE, AEROSPACE CORRESPONDENTMICHAEL DONNE

Financial Times, P 6

Wednesday, January 25, 1984

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 1,083

...Times Aerospace Conference in Singapore last week that the US wanted a fairer balance of **benefits** in all future **bilateral** air **negotiations**.

His speech said this policy would be rigidly enforced. As we hold additional bilateral negotiations...

14/3,K/40 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

0276391

Resolve the Heathrow Standoff
Aviation Week & Space Technology February 4, 1991; Pg 9; Vol. 134, No. 5
Journal Code: AW ISSN: 0005-2175
Section Heading: Editorials
Word Count: 424 *Full text available in Formats 5, 7 and 9*

TEXT:

Governments tend to exploit commercial **advantages** for their airlines in all **bilateral** aviation **negotiations**. But the breakdown of U. S.-U. K. talks over the airline succession issue at...

14/3,K/41 (Item 2 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

0189909

KLM Official Criticizes U.S. International Aviation Policy
Aviation Daily January 18, 1990; Pg 126; Vol. 299, No. 13
Journal Code: AD ISSN: 0193-4597
Word Count: 561 *Full text available in Formats 5, 7 and 9*

TEXT:

... Germans and the French. Moreover, it does not prove that the U.S. abandons its **bilateral** **negotiating** position based on achieving a balance of **benefits**.

"Jeffrey Shane DOT assistant secretary for policy and international affairs gave statistics that there are...

14/3,K/42 (Item 3 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

0184546

ALL ABOARD
Aviation Week & Space Technology January 22, 1990; Pg 23; Vol. 132, No. 4
Journal Code: AW ISSN: 0005-2175
Section Heading: Washington Roundup
Word Count: 239 *Full text available in Formats 5, 7 and 9*

BYLINE:

WASHINGTON STAFF

TEXT:

... being inconsistent by seeking liberal "open skies" while stressing the need for a balance of **benefits** for airlines in **bilateral** **negotiations**

. U. S. policymakers bow too frequently to the interest of their domestic carriers to the...

14/3,K/43 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03978770 Supplier Number: 53020212 (USE FORMAT 7 FOR FULLTEXT)
UN: Need for mechanism to mitigate unpredictability of globalization stressed by speakers.

M2 Presswire, pNA
Sept 18, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 5319

... the benefits of globalization, as far as Africa was concerned, appeared an illusion.

Similarly, the **benefits** of the Uruguay Round of **Multilateral Trade Negotiations** would not automatically flow to all countries, he said. Sub-Saharan African economies were not...

14/3,K/44 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02986593 Supplier Number: 46089944 (USE FORMAT 7 FOR FULLTEXT)
EU/EFTA: OLD ALLIES - FIVE FOREIGN MINISTERS - ON EUROPEAN UNION
European Report, n2101, pN/A
Jan 24, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 354

... Switzerland.

Switzerland, traditionally strongly opposed to EU membership, is currently involved in a series of **bilateral negotiations** with the European Union designed to increase the **benefits** of cooperation both for the Union and the Swiss . The Swiss Foreign Minister, Flavio Cotti...

14/3,K/45 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02087795 Supplier Number: 43848792 (USE FORMAT 7 FOR FULLTEXT)
EC/ISRAEL: NEGOTIATING BRIEF FOR NEW AGREEMENT
European Report, n1860, pN/A
May 20, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 595

... reform of the Common Agricultural Policy (CAP). Only a successful conclusion to Uruguay Round of **multilateral trade negotiations** will provide additional **advantages** in the area of farm products to Israel and the EC.

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14/3,K/46 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01877553 Supplier Number: 43241293 (USE FORMAT 7 FOR FULLTEXT)

NAVISTAR TO PICK HOSPITALS AS CARDIAC CENTERS OF EXCELLENCE

Health Care Competition Week, v9, n17, pN/A

August 21, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1158

... made news in the past few weeks for asking a court to allow it to **unilaterally** -- without union **negotiations** -- cut retiree health **benefits**. But a lesser-known action of Navistar's -- its move to selectively contract with hospitals...

14/3,K/47 (Item 1 from file: 810)

DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0008137 BW032

FISHERIES AND OCEANS: International North Pacific Fisheries Commission recommends new treaty annex

April 11, 1986

Byline: News Editors

...interceptions of Canadian Yukon River chinook and chum salmon. "Canada will be seeking the principal **benefits** of these reductions in upcoming **bilateral negotiations** with the United States on Yukon salmon under the auspices of the Pacific Salmon Treaty...?
?

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?show files;ds
File 625:American Banker Publications 1981-2002/Nov 25
    (c) 2002 American Banker
File 268:Banking Info Source 1981-2002/Nov W3
    (c) 2002 ProQuest Info&Learning
File 626:Bond Buyer Full Text 1981-2002/Nov 25
    (c) 2002 Bond Buyer
File 267:Finance & Banking Newsletters 2002/Nov 22
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Set	Items	Description
S1	7	(CONCURRENT? OR SIMULTANEOUS? OR SWITCH? OR TOGGL?) (S) (NEGOTIATION? OR NEGOTIATING OR AUCTION OR BARTERING) (S) (BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTILATERAL? OR UNILATERAL? OR "ONE-TO-ONE" OR "MANY-TO-MANY" OR TWO()PARTY)
S2	3	S1(S) (MODEL? OR TECHNIQUE? ? OR STYLE? ?) (S) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S3	3	RD (unique items)
S4	11	(CONCURRENT? OR SIMULTANEOUS? OR SWITCH? OR TOGGL?) (S) (NEGOTIATION? OR NEGOTIATING OR AUCTION OR BARTERING) (S) (BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTI()LATERAL? OR UNILATERAL?)
S5	4	S4(S) (MODEL? OR TECHNIQUE? OR STYLE? ?) (S) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S6	1	S5 NOT S3
S7	1	RD (unique items)
S8	62	(BILATERAL? OR BI()LATERAL? OR MULTILATERAL? OR MULTI()LATERAL? OR UNILATERAL? OR "ONE-TO-ONE" OR "MANY-TO-MANY" OR TWO()PARTY) (3W) (NEGOTIATION? ? OR NEGOTIATING OR AUCTION? ? OR BARTERING)
S9	0	S8(10N) (MODEL? OR STYLE? ? OR TECHNIQUE? ?) (10N) (BENEFIT? ? OR ADVANTAGE? ? OR PROS OR CONS)
S10	0	RD (unique items)
S11	0	S8(8N) (ADVANTAGES OR BENEFITS)
S12	0	RD (unique items)
S13	0	S12 NOT PY>1999
S14	0	RD (unique items)
S15	4	S3 OR S7

?t15/3,k/all

15/3,K/1 (Item 1 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
(c) 2002 The Dialog Corp. All rts. reserv.

04546779

Latin Power, Recharging the system
Project Finance
March 10, 1999 PAGE: 33, 034 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 2114 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...developing opportunities and prompted some participants to finance power deals off their own balance sheets. **Multilateral** lending agency and export credit agency assistance is becoming more significant and is often a...both in Argentina and in Brazil and I think that will continue to be the **model** ."

"When Russia defaulted there was a panic and everybody was very

nervous. It affected the...

...did not stop market participants from seizing opportunities. After much anticipation and jockeying before the **auction** of Brazil's Electrobras the final sales failed to meet market expectations. The lack of...

...The sale of Gerasul - part of Electrobras - was awarded to Tractebel in a September 1998 **auction** for its minimum bid price of \$800 million. The price is far less than the...

...lines to a sub-station in Chile. All three of these projects are trying to **simultaneously** proceed on construction, obtain sufficient off-take agreements and finance through bank loans or sponsor...

...power companies over the past year, although the deals have not used non-recourse financing.

Multilateral and export credit agency assistance has also been just as important to projects in Latin...deals.

The \$173 million, 484MW Mirida power plant, sponsored by AES, Mirida also relied on **multilateral** and export credit agency participation. Project participants say **multilateral** and agency assistance has been essential in these projects. Mirida benefited from International Finance Corporation...

...loan by Jexim. The IFCs B-loan allowed acting co-manager Sanwa Bank to take **advantage** of implicit World Bank political risk coverage and participate in the project.

The success of the build-own-operate structure at Mirida should make the transaction a **model** for upcoming CFE projects, while a modified build-lease-transfer structure - the development structure - of...the mandate, political wrangling is stalling the process as is the institutional bureaucracy associated with **multilateral** banks and export credit agency financing. CFE officials say that around \$1 million of investment...

...says project structures are assessed on a case-by-case basis, conceding that Mexico's **switch** to privatized power is still uncertain. He says: "We've had good experiences with a..."

...I'm not even sure in certain countries whether there's an appetite under a **multilateral** umbrella."

Simmons adds that regardless of a resurgence in the US economy and The IMF...

15/3,K/2 (Item 2 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04543892

China Power, China learns the lessons
Project Finance
December 10, 1998 PAGE: 29, 031 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH

WORD COUNT: 2914

RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...1998 demonstrate that China, while not in the thick of the Asian crisis, has taken **advantage** of its ringside seat and learned some valuable lessons. "China is one of the few..."

...financing of their power infrastructure. Both deals are heavily dependent on export credit agency and **multilateral** support and have high quality sponsors. One incorporates locally raised debt portions to complement offshore...

...two approaches - same result

The two project financings took on the syndicated loans market almost **simultaneously**. However the deals' arrangers opted to take differing routes into the market. Despite dissimilar approaches...

...150 million of co-financed facilities.

The presence of the ADB also assisted in the **negotiation** of project contracts and provided high level access to the relevant authorities, according to bankers...

...of the first international standard limited recourse power project financing outside the build-operate-transfer **model** in China to be initiated and orchestrated at the provincial level.

"The Fujian provincial government...in time.

SHANDONG ZHONGHUA POWER

Arrangers: Greenwich NatWest (ECGD agent), IBJ Asia (bookrunner and financial **model** agent) and SG Asia (global facility agent, technical bank and bookrunner) launched syndication

15/3,K/3 (Item 3 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

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00009535

Cover Story, The fear that dares to speak its name

Euromoney Magazine

August 19 00, PAGE: 66, 072 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH WORD COUNT: 3926 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...A group of European banks last year went live with Echo (Exchange Clearing House), a **multilateral** netting system, after two years of trials followed by one awaiting approval. **Multilateral** netting reduces the physical flows still further, since members transfer their deals to a single...say Echo officials) netted to around \$2 billion.

In North America there is a similar **multilateral** clearing house, Multinet - not yet in operation - being established by six Canadian and two US...
...billion, and further to a mere \$6 billion if instantaneous payment-versus-payment is applied.

Multilateral netting is a good interim solution, since it reduces the total payment flows. Echo has...

...the biggest players dislike the idea of a clearing house because it undermines their competitive **advantage**. A clearing house gives all members' deals the same credit rating. It also stands in the way of inter-dealer relationships and opportunities for horse-trading and re- **negotiating** forward deals during their life. JP Morgan and Bankers Trust, among others, see that as...

...legal certainty in the relevant jurisdictions, technical soundness, fair access, and in the case of **multilateral** netting the ability to ride out the default of the one counterparty with the biggest...reduce to zero the time-gap between one payment and its counterpart, by means of **simultaneous** release of funds, so-called payment-versus-payment (PVP). Many domestic payment systems in national...

...In March this year the G20 went public, announcing that it was concentrating on a **model** for payment-versus-payment through "continuous linked settlement". This would be real-time settlement whereby...

...a minimum size and standing. The system would also take netted payments from bilateral or **multilateral** netting systems, such as Echo or Multinet, or netted flows from pairs of banks.

But...US banks favour Multinet's more rigorous, less flexible risk-management approach. But Echo's **advantage** is that it is up and running, and it works. It is also planning to at Echo.

If the big banks have their way, a merged **multilateral** netting system would also have to lose its clearing-house status. The big banks want...

...cost and close-out netting. They have reduced much of the incentive to create a **multilateral** foreign exchange clearing house. Citibank, originally one of the founders of Multinet, pulled out to...

...getting people to sign with us bilaterally if they knew we were going for a **multilateral** system which would take multiple years," says Sy Rosen, vice president for payment systems at...

...their systems and risk management just to compete. "We don't have to do any **benefit** -selling any more," says Dajit Saund, of risk management software vendor SunGard, "that's driven..."

...impressed, complaining that a loan is a different asset class. One bank applies a Herstatt **model** internally, which has "opened a few eyes in the firm", says a risk manager. "We've run the **model** on a

shadow basis," he says, "but we

15/3,K/4 (Item 4 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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00008935

Russia, The Russians are here - at last
Euromoney Magazine
January 00, 1997 PAGE: 55, 060 DOCUMENT TYPE: NEWSLETTER
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS
LANGUAGE: ENGLISH WORD COUNT: 3918 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...provisional deal with bank creditors to spread principal repayments over 25 years starting from 2002. Negotiations with the Paris Club dragged on until April 1996 when Russia agreed to a similar deal for official creditors.

Busy with these negotiations - and in other talks with ...Their hands were all but full. However, long before such high-profile and intense official negotiations were anywhere near complete, eager investment bankers had planted the idea of a Eurobond in...

...as early as the first half of 1995. They would have to play two games simultaneously : to official creditors they would plead hardship, point out the dangers of saddling the economy...

...group of Russian officials. SBC Warburg, with only a modest presence in Russia, had one advantage : it was advising the Russian government on debt rescheduling. Although a Chinese wall separated SBC...deal launched before Paris and London Club agreements."

Wisely, the Russians attended first to those negotiations . That was in April and May. Meanwhile, technical issues had surfaced. The official obligor for...anything very much to westerners and certainly never to exceed their own brief. The Soviet style is to answer around a question and rely on the questioner not to make you...

...November 13
they made time to negotiate with the French government on a series of bilateral claims, including those of France on Tsarist bonds. A day earlier, Viugin suddenly had returned...
?

Search Report from Ginger D. Roberts

?show files;ds
File 350:Derwent WPIX 1963-2002/UD,UM &UP=200275
 (c) 2002 Thomson Derwent
File 344:Chinese Patents Abs Aug 1985-2002/Oct
 (c) 2002 European Patent Office
File 347:JAPIO Oct 1976-2002/Jul(Updated 021104)
 (c) 2002 JPO & JAPIO
File 371:French Patents 1961-2002/BOPI 200209
 (c) 2002 INPI. All rts. reserv.

Set	Items	Description
S1	7851	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST()PARTY OR - BIDDER? ? OR BARTERER? ?
S2	104218	SELLER? ? OR SECOND()PARTY OR VENDOR? OR RETAILER? OR WHOLESALE? OR DISTRIBUTOR? OR SUPPLIER? OR MERCHANT? OR MERCHANDISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELLER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	29896	BILATERAL? OR BI()LATERAL? OR TWO()(PARTY OR PARTIES OR SIDED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	29896	BILATERAL? OR BI()LATERAL? OR TWO()(PARTY OR PARTIES OR SIDED OR SIDES)
S7	665	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI())(PARTY OR PERSON)
S8	35	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	2657	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BARGAINING
S10	282	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	2671091	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHANG? G? OR DYNAMIC? OR FLEXIBLE?
S12	31	(S6 OR S7 OR S8 OR S10) AND S9
S13	6	S11 AND S12
S14	25	S12 NOT S13
?		

?t13/4/all

13/4/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2002-683099/200273|

XR- <XRPX> N02-539267|

TI- Achieving end-to-end quality of service negotiation for distributed multimedia applications e.g. real time video conferencing|

PA- SIEMENS AG (SIEI); SONY INT EURO GMBH (SONY)|

AU- <INVENTORS> KASSLER A; MANDATO D|

NC- 029|

NP- 002|

PN- WO 200278289 A1 20021003 WO 2002EP2663 A 20020311 200273 B|

PN- EP 1248431 A1 20021009 EP 2001122366 A 20010919 200275|

AN- <LOCAL> WO 2002EP2663 A 20020311; EP 2001122366 A 20010919|

AN- <PR> EP 2001122366 A 20010919; EP 2001107626 A 20010327|

FD- WO 200278289 A1 H04L-029/06

<DS> (National): CN JP US

FD- EP 1248431 A1 H04L-029/06

<DS> (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV
MC MK NL PT RO SE SI TR|

LA- WO 200278289(E<PG> 70); EP 1248431(E)|

DS- <NATIONAL> CN JP US|

DS- <REGIONAL> AL; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LT; LU; LV; MC; NL; PT; RO; SE; SI; TR|

AB- <PN> WO 200278289 A1|

AB- <NV> NOVELTY - Employs six phases, through which peers can establish **multi - party**, multi-stream, multimedia communications. These are:
Protocol Discovery, Pre-Negotiation, Multi-Stream QoS Synchronization and QoS Correlation, Fast-Negotiation, Re-Negotiation, and Resource Reservation Release. All six phases can be concatenated, or be executed at different times.|

AB- <BASIC> DETAILED DESCRIPTION - Uses a E2ENP Broker, an optional third-party entity, which performs Pre-Negotiation phase. The broker may be implemented at e.g. audio-/videoconference bridges. An INDEPENDENT CLAIM is included for a peer and a computer program.

USE - For distributed multimedia applications e.g. real time video conferencing etc.

ADVANTAGE - Achieves **dynamic** End-to End QoS negotiation and control coordination. Use of broker relieves peers from performing time and resource-consuming Pre-Negotiation phase.

DESCRIPTION OF DRAWING(S) - The drawing shows a block diagram of the apparatus used to implement the method.

pp; 70 DwgNo 2/5|

DE- <TITLE TERMS> ACHIEVE; END; END; QUALITY; SERVICE; NEGOTIATE ;
DISTRIBUTE; APPLY; REAL; TIME; VIDEO|

DC- T01; W01; W02|

IC- <MAIN> H04L-029/06|

IC- <ADDITIONAL> H04L-012/56|

MC- <EPI> T01-N01D1B; W01-C02B1; W01-C05B1E; W02-F08A1; W02-F08B1|

FS- EPI||

13/4/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2002-655786/200270|

XR- <XRPX> N02-518266|
TI- **Multi - party** conferencing method for packet **switched** radio telecommunication network, involves mixing payloads from conferencing parties and transmitting mixed payload back to parties|
PA- FOTI G (FOTI-I)|
AU- <INVENTORS> FOTI G|
NC- 001|
NP- 001|
PN- US 20020089939 A1 20020711 US 2001757737 A 20010109 200270 B|
AN- <LOCAL> US 2001757737 A 20010109|
AN- <PR> US 2001757737 A 20010109|
LA- US 20020089939(7)|
AB- <PN> US 20020089939 A1|
AB- <NV> NOVELTY - A multipoint control unit (10) provides an internet protocol (IP) address of the multipoint processor (MP) (15) to the parties (12,16) on receiving request for multipoint conferencing. The multipoint controller (MC) (39) **negotiates** media sessions between the parties. The processor mixes the payload obtained from the parties, and forwards mixed payload back to the parties.|
AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:
 (1) System for joining third party in **multi - party** conferencing;
and
 (2) Combined gatekeeper/multipoint control unit.
USE - For **multi - party** conferencing in packet **switched** radio telecommunication networks.
ADVANTAGE - Extends the signaling and changes the sequence of events, hence sets **multi - party** conferencing calls easily, effectively and quickly.
DESCRIPTION OF DRAWING(S) - The figure shows a signaling diagram that illustrates the steps of a **multiparty** conferencing method.
 Multipoint control unit (10)
 Parties (12,16)
 Multipoint processor (15)
 Multipoint controller (39)
 pp; 7 DwgNo 1/2|
DE- <TITLE TERMS> MULTI; PARTY; METHOD; PACKET; **SWITCH**; RADIO;
TELECOMMUNICATION; NETWORK; MIX; PARTY; TRANSMIT; MIX; PAYLOAD; BACK;
PARTY|
DC- T01; W01; W02|
IC- <MAIN> H04Q-011/00|
IC- <ADDITIONAL> H04J-003/24; H04L-012/16|
MC- <EPI> T01-N02A3B; T01-N02B1; W01-A06; W01-B07; W02-F08A1; W02-K03|
FS- EPI||

13/4/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2002-443435/200247|
DX- <RELATED> 2001-355393; 2002-471006|
XR- <XRPX> N02-349368|
TI- Automated negotiation system for e-commerce, enables buyer's intelligent negotiation agent to engage in negotiation with seller's INA, when seller's INA responds to buyer's INA query|
PA- SOLOMON N (SOLO-I)|
AU- <INVENTORS> SOLOMON N|
NC- 001|
NP- 001|
PN- US 20020046157 A1 20020418 US 99162932 A 19991101 200247 B

<AN> US 2000250819 A 20001201
<AN> US 20017434 A 20011203|
AN- <LOCAL> US 99162932 A 19991101; US 2000250819 A 20001201; US 20017434 A 20011203|
AN- <PR> US 20017434 A 20011203; US 99162932 P 19991101; US 2000250819 P 20001201|
FD- US 20020046157 A1 G06F-017/60 Provisional application US 99162932
Provisional application US 2000250819|

LA- US 20020046157(129)|

AB- <PN> US 20020046157 A1|

AB- <NV> NOVELTY - A buyer's intelligent negotiation agent (INA) transmits a buyer's initial query regarding a selected item, to a seller's intelligent negotiation agent. When the buyer's INA receives a response from the seller's INA, the buyer's INA engages in negotiation with the seller's INA for procurement of the selected item.|

AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Automated procurement closing system;
- (2) Automated procurement system;
- (3) Automated procurement negotiation method;
- (4) Automated procurement closing method;
- (5) Automated procurement method;
- (6) Automated arbitrage system;
- (7) Automated arbitrage method; and
- (8) Computer program product for item procurement; and
- (9) Computer program product for automated arbitrage.

USE - Electronic sourcing, evolutionary computation-based data analysis and synthesis applications, artificial intelligence, marketing and financial services network integration, multivariate and **multilateral** interactive negotiation processes, item customization, mobility processes of intelligent negotiation agents (INAs), complex negotiation and auction approaches, bidding for products, aggregation and arbitrage capabilities for point-to-point electronic commerce using Internet.

ADVANTAGE - Services and bundles using **dynamic** pricing approaches thereby enhancing processing efficiencies and productivity.

DESCRIPTION OF DRAWING(S) - The figure shows the architecture of a cooperative communication network.

pp; 129 DwgNo 1/92|

DE- <TITLE TERMS> AUTOMATIC; NEGOTIATE ; SYSTEM; ENABLE; BUY; INTELLIGENCE ; NEGOTIATE ; AGENT; ENGAGE; NEGOTIATE ; RESPOND; BUY; QUERY|

DC- T01|

IC- <MAIN> G06F-017/60|

IC- <ADDITIONAL> G06F-009/44|

MC- <EPI> T01-N01A2B; T01-S03|

FS- EPI||

13/4/4 (Item 4 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2000-685539/200067|

XR- <XRPX> N00-506684|

TI- Wheel with changeable outline|

PA- NABOKOV V M (NABO-I)|

AU- <INVENTORS> NABOKOV V M|

NC- 001|

NP- 001|

PN- RU 2152880 C1 20000720 RU 99100117 A 19990105 200067 B|

AN- <LOCAL> RU 99100117 A 19990105|

AN- <PR> RU 99100117 A 19990105|
AB- <PN> RU 2152880 C1|
AB- <NV> NOVELTY - Wheel has rim in form of four rods arranged at sides of square. **Two - sided** section of tyre is installed for turning of each rod. One of sections is rounded off to radius of wheel and the other is made flat. Section consists of several parts which can be independently locked in any of two positions. In first position, rounded-off surface of tyre section is directed to wheel periphery, and in second position, flat section is pointed to wheel periphery. In first position, wheel outline is round and wheel smoothly runs along road. In second position, wheel outline is square and it provides high cross country capacity. Round square configuration of wheel is provided when rounded-off flat sections of tread of adjacent tyre sections are pointed alternately to wheel periphery. In this case projections are formed in butt joints of adjacent parts of section which serve as paddle wheel blades, and wheel itself provides high efficiency when **negotiating** water obstacles.|
AB- <BASIC> USE - Automotive industry; amphibias with active suspension.
ADVANTAGE - Enlarged operating capabilities. 5 cl, 27 dwg
pp; 0 DwgNo 1 / 1 |
DE- <TITLE TERMS> WHEEL; CHANGE; OUTLINE|
DC- Q11|
IC- <MAIN> B60B-019/001
IC- <ADDITIONAL> B60F-003/001
FS- EngPI||

13/4/5 (Item 5 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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IM- *Image available*
AA- 2000-549473/2000501
XR- <XRPX> N00-406488|
TI- Call routing method for communication system, involves forwarding call from gate keeper node to node associated with IP address|
PA- TELEFONAKTIEBOLAGET ERICSSON L M (TELF)|
AU- <INVENTORS> BJELLAND F; HELLWIG K; HUNDSCHEIDT F; VERGOPOULOS G;
WIDMARK J|
NC- 090|
NP- 004|
PN- WO 200051330 A1 20000831 WO 2000EP1130 A 20000211 200050 B|
PN- AU 200028043 A 20000914 AU 200028043 A 20000211 200063
PN- EP 1155559 A1 20011121 EP 2000906321 A 20000211 200176
<AN> WO 2000EP1130 A 20000211
PN- JP 2002538679 W 20021112 JP 2000601823 A 20000211 200275
<AN> WO 2000EP1130 A 20000211|
AN- <LOCAL> WO 2000EP1130 A 20000211; AU 200028043 A 20000211; EP
2000906321 A 20000211; WO 2000EP1130 A 20000211; JP 2000601823 A
20000211; WO 2000EP1130 A 20000211|
AN- <PR> US 99121496 P 19990224|
FD- WO 200051330 A1 H04M-007/00
<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS
LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
FD- AU 200028043 A H04M-007/00 Based on patent WO 200051330
FD- EP 1155559 A1 H04M-007/00 Based on patent WO 200051330
<DS> (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV
MC MK NL PT RO SE SI

FD- JP 2002538679 W H04L-012/56 Based on patent WO 200051330|
LA- WO 200051330(E<PG> 34); EP 1155559(E); JP 2002538679(35)|
DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT TZ UA UG UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW; AL; LI;
LT; LV; MK; RO; SI|
AB- <PN> WO 200051330 A1|
AB- <NV> NOVELTY - A call is transmitted from mobile user to gatekeeper node. The gatekeeper node receives indication that whether call can be routed to second mobile user over IP network. A rooming number associated with second mobile user, is received if call is to be routed to second mobile user and rooming number is translated into IP address. Call from gate keeper node is forwarded to node associated with IP address.|
AB- <BASIC> DETAILED DESCRIPTION - The gate keeper node is an ISTP or a combination of GSM/ISTP node. INDEPENDENT CLAIMS are also included for the following:
 (a) method for routing call between originating station and terminating station in communication network;
 (b) system for routing call between originating station and terminating station in communication network
USE - In communication system such as hybrid voice/data/internet/wireless system. For routing and coding of signals transmitted over communication system such as packet- **switched**, circuit- **switched**, wireline, wireless, Internet etc enroute between **two parties**.
ADVANTAGE - The method can be used on parts of the call to minimize number of transcodings. The bandwidth in IP network can be minimized, by **negotiating** suitable format of encoded speech.
DESCRIPTION OF DRAWING(S) - The figure shows the exemplary delays and transcodings associated with implementation of VOIP between wireless terminals.
pp; 34 DwgNo 3/8|
DE- <TITLE TERMS> CALL; ROUTE; METHOD; COMMUNICATE; SYSTEM; FORWARDING;
CALL; GATE; KEEPER; NODE; ASSOCIATE; IP; ADDRESS|
DC- W01; W02|
IC- <MAIN> H04L-012/56; H04M-007/00|
IC- <ADDITIONAL> H04L-012/28; H04L-012/46; H04L-012/66; H04M-003/00;
H04M-003/42; H04Q-007/38|
MC- <EPI> W01-A09E3; W01-B05A1A; W01-C02A7; W01-C03; W02-C03C1A|
FS- EPI||

13/4/6 (Item 6 from file: 350)
DIALOG(R) File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2000-292886/200025|
XR- <XRPX> N00-219640|
TI- Collaborative method for transacting business or electronic commerce through computer network e.g. Internet|
PA- SCI APPL INT CORP (SCIT-N)|
AU- <INVENTORS> CHEAL L J; DAVIES L M; KRESS T P; LESTER H D; MANGIS J K;
MILLER C; NICHOLAS J M; WALLO A; WEATHERBEE J E|
NC- 090|
NP- 004|
PN- WO 200017775 A2 20000330 WO 99US21934 A 19990922 200025 B|
PN- AU 9962584 A 20000410 AU 9962584 A 19990922 200035

PN- EP 1116132 A2 20010718 EP 99949786 A 19990922 200142
<AN> WO 99US21934 A 19990922

PN- JP 2002525753 W 20020813 WO 99US21934 A 19990922 200267
<AN> JP 2000571365 A 19990922|

AN- <LOCAL> WO 99US21934 A 19990922; AU 9962584 A 19990922; EP 99949786 A 19990922; WO 99US21934 A 19990922; WO 99US21934 A 19990922; JP 2000571365 A 19990922|

AN- <PR> US 99399753 A 19990921; US 98101431 P 19980922|

FD- WO 200017775 A2 G06F-017/00
<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

FD- AU 9962584 A G06F-017/00 Based on patent WO 200017775

FD- EP 1116132 A2 G06F-017/00 Based on patent WO 200017775
<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

FD- JP 2002525753 W G06F-017/60 Based on patent WO 200017775|

LA- WO 200017775(E<PG> 113); EP 1116132(E); JP 2002525753(127)|

DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW|

DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE; IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW; LI|

AB- <PN> WO 200017775 A2|

AB- <NV> NOVELTY - Information regarding offers to form a contract are posted on an electronic list that can be viewed over an Internet. Responses to the offers are then posted on the electronic list, and researched to determine whether they satisfy contract criteria. Two parties then negotiate over the network to accept or modify the responses. Documents are then electronically signed to consummate the contract.|

AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:
(a) a method for displaying information on computer display;
(b) a method for creating user-defined network environment on computer network, without requiring system administrator-level privileges;
(c) and a system for implementing a user-defined network environment.

USE - For transacting business or electronic commerce through computer network e.g. Internet.

ADVANTAGE - Facilitates negotiation between two or more parties. Allows members of a group to define a dynamic virtual private network environment including user selected tools that facilitate communication, research, analysis, and electronic transaction both within the group and outside the group.

DESCRIPTION OF DRAWING(S) - The figure shows the four-step model diagram of deal making including meeting, analysis, negotiation, and closing the deal.

pp; 113 DwgNo 1/22|

DE- <TITLE TERMS> METHOD; BUSINESS; ELECTRONIC; THROUGH; COMPUTER; NETWORK|

DC- T01; T05; W01|

IC- <MAIN> G06F-017/00; G06F-017/60|

IC- <ADDITIONAL> G06F-015/00|

MC- <EPI> T01-H07C1; T01-H07P; T01-J05A1; T01-J05B; T01-J12C; T05-L02; W01-A06B7|

FS- EPI||

?

?t14/4/all

14/4/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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IM- *Image available*

AA- 2002-693245/200275|

XR- <XRPX> N02-546882|

TI- **Bilateral** quote negotiation for electronic trading system, involves initiating negotiation session based on acceptance of price quotes by requesting traders and monitoring negotiation session for inappropriate transactions|

PA- ESPEED INC (ESPE-N)|

AU- <INVENTORS> GILBERT A C; JONES T D; KIRWIN G D; LUTNICK H W; TSELEPIS W P|

NC- 026|

NP- 001|

PN- EP 1246112 A1 20021002 EP 2002252371 A 20020402 200275 B|

AN- <LOCAL> EP 2002252371 A 20020402|

AN- <PR> US 2001280692 P 20010330|

FD- EP 1246112 A1 G06F-017/60

<DS> (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV
MC MK NL PT RO SE SI TR|

LA- EP 1246112(E<PG> 31)|

DS- <REGIONAL> AL; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LT; LU; LV; MC; MK; NL; PT; RO; SE; SI; TR|

AB- <PN> EP 1246112 A1|

AB- <NV> NOVELTY - A request for quote (RFQ) is requested from a requesting trader and posted to one of the market participants. A price quote is received from the participant and a rule-based negotiation session is initiated based on the acceptance of the price quote by the trader. The negotiation session is policed for inappropriate transactions.|

AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) **Bilateral** quote negotiation policing method;
- (2) Quote request distribution method;
- (3) **Bilateral** quote negotiation system;
- (4) **Bilateral** quote negotiation policing system; and
- (5) Quote request distribution system

USE - For **negotiating** **bilateral** rule-based quotes between potential buyers and sellers in electronic trading system using interactive user interface.

ADVANTAGE - Provides monitoring of negotiation session to deter unfair negotiation practiced by either the requesting trader or the market participant.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the **bilateral** quote negotiation system.

pp; 31 DwgNo 1/9|

DE- <TITLE TERMS> **BILATERAL** ; **NEGOTIATE** ; ELECTRONIC; TRADE; SYSTEM;
INITIATE; **NEGOTIATE** ; SESSION; BASED; ACCEPT; PRICE; REQUEST; MONITOR;
NEGOTIATE ; SESSION; INAPPROPRIATE; TRANSACTION|

DC- T01|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J12B; T01-N01A2B|

FS- EPI||

14/4/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2002-657971/2002701
XR- <XRPX> N02-5201551
TI- Trading assets, capital, and information e.g. for Internet, which delivers context-based content and decision support applications with an integrated billing system, using an interface which is familiar to a user|
PA- MORGAN STANLEY DEAN WITTER & CO (MORG-N)|
AU- <INVENTORS> DHIR R|
NC- 100|
NP- 001|
PN- WO 200273349 A2 20020919 WO 2002US7078 A 20020307 200270 B|
AN- <LOCAL> WO 2002US7078 A 20020307|
AN- <PR> US 2001274135 P 20010308|
FD- WO 200273349 A2 G06F-000/00
<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW|
LA- WO 200273349(E<PG> 85)|
DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE; IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TR; TZ; UG; ZM; ZW|
AB- <PN> WO 200273349 A2|
AB- <NV> NOVELTY - Method for providing an exchange service comprises: (1) providing an asset exchange service configured to transmit, using a network, asset-related information between **two parties**, which include a potential asset transferor and a potential asset transferee; and (2) providing a finance exchange service configured to enable both parties to **negotiate** for a financing-related transaction with a financial institution, and execute the financing-related transaction.|
AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIM included for the following:
(a) apparatus
USE - For Internet access to trading assets, capital and other information..
ADVANTAGE - Increases liquidity of trading. Provides a trading environment administered by a neutral party. Provides provision of information and tools in close proximity to the buy/sell decisions, and the ability to build on users' trust, and brand-recognition, of reputable financial institutions in order to enhance the users' trust of the system.
DESCRIPTION OF DRAWING(S) - The flow chart illustrates an exemplary procedure for engaging in an asset transaction.
pp; 85 DwgNo 1/30|
DE- <TITLE TERMS> TRADE; CAPITAL; INFORMATION; DELIVER; CONTEXT; BASED; CONTENT; DECIDE; SUPPORT; APPLY; INTEGRATE; BILL; SYSTEM; INTERFACE; FAMILIAR; USER|
DC- T01|
IC- <MAIN> G06F-000/001|
MC- <EPI> T01-N01A1; T01-N01A2F|
FS- EPI||

14/4/3 (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2002-416135/200244|
XR- <XRPX> N02-327437|
TI- Internet-based contract modification method involves providing contract templates that are not limited to auction bids and acceptances, to **network buyers** and **sellers** through host computer system|
PA- I-MANY INC (IMAN-N); CURRAN T (CURR-I); POWELL A L (POWE-I); TILLY M (TILL-I); WIRA G J (WIRA-I)|
AU- <INVENTORS> CURRAN T; POWELL A L; TILLY M; WIRA G J|
NC- 028|
NP- 003|
PN- WO 200223450 A2 20020321 WO 2001US29020 A 20010917 200244 B|
PN- US 20020069184 A1 20020606 US 2000233214 A 20000916 200244
<AN> US 2001954407 A 20010917|
PN- AU 200191033 A 20020326 AU 200191033 A 20010917 200251|
AN- <LOCAL> WO 2001US29020 A 20010917; US 2000233214 A 20000916; US 2001954407 A 20010917; AU 200191033 A 20010917|
AN- <PR> US 2000233214 P 20000916; US 2001954407 A 20010917|
FD- WO 200223450 A2 G06F-017/60
<DS> (National): AU CA CN IL JP KR MX NZ
<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
FD- US 20020069184 A1 G06F-017/60 Provisional application US 2000233214
FD- AU 200191033 A G06F-017/60 Based on patent WO 200223450|
LA- WO 200223450(E<PG> 23)|
DS- <NATIONAL> AU CA CN IL JP KR MX NZ|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR|
AB- <PN> WO 200223450 A2|
AB- <NV> NOVELTY - Contract templates which are not limited to auction bids and acceptances, are provided to **network buyers** and **sellers** interested in **negotiating** contracts, through a host computer system. A direct electronic negotiation including on-line modification, counter proposals and mutual manifestation of assent are provided to buyers and sellers through a website.|
AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for internet-based contract modification system.
 USE - For electronically modifying contracts between buyer and seller using internet.
 ADVANTAGE - The analysis of contract between the buyers and sellers are effectively provided through network so that the terms of performance are easily and efficiently determined by the contractual parties so as to reduce potential disputes.
 DESCRIPTION OF DRAWING(S) - The figure shows the schematic diagram of internet-based contract modification system.
 pp; 23 DwgNo 1/2|
DE- <TITLE TERMS> BASED; CONTRACT; MODIFIED; METHOD; CONTRACT; TEMPLATE; LIMIT; AUCTION; BID; NETWORK; BUY; THROUGH; HOST; COMPUTER; SYSTEM|
DC- T01|
IC- <MAIN> G06F-017/60|
MC- <EPI> T01-N01A2A|
FS- EPI||

14/4/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2002-265229/200231|

TI- Barter system between multilateral enterprises using the internet|
PA- LEE W I (LEEW-I)|
AU- <INVENTORS> LEE W I|
NC- 001|
NP- 001|
PN- KR 2001102732 A 20011116 KR 200024338 A 20000508 200231 B|
AN- <LOCAL> KR 200024338 A 20000508|
AN- <PR> KR 200024338 A 20000508|
LA- KR 2001102732(1)|
AB- <PN> KR 2001102732 A|
AB- <NV> NOVELTY - A barter system between multilateral enterprises using the Internet is provided to enable an enterprise to exchange a material/immaterial product manufactured by the enterprise with another enterprise by enabling the enterprise to exchange the product into cyber check equivalent to the price of the product, and by enabling the enterprise to selectively exchange a product manufactured by another enterprise using the cyber check.|
AB- <BASIC> DETAILED DESCRIPTION - A server(12) is composed of a data memory(121) which stores information on all sorts of input screens for providing a barter service for enterprises, a database(122), a program storing unit(123) which stores a driving program capable of providing a service for exchanging products and a service control unit(124) which controls whole operation for providing the service. A service providing device is equipped with the database(122) composed of a member information storing unit(122a) which stores member information, a product information storing unit(122b) which stores information on products and serial numbers of the products provided from the service control unit(124), a business information storing unit(122c) which stores business items of the products stored in the product information storing unit(122b) and a safe information storing unit(122d) which stores e-check information each member has. The service providing device stores the information on products applied from an enterprise server in the database(122).
pp; 1 DwgNo 1/10|
DE- <TITLE TERMS> SYSTEM; MULTILATERAL |
DC- T01|
IC- <MAIN> G06F-017/60|
MC- <EPI> T01-J05A|
FS- EPI||

14/4/5 (Item 5 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2002-177980/200223|
TI- Method of knowledge exchange and inter-business barter through internet|
PA- CHEMIZEN.COM (CHEM-N)|
AU- <INVENTORS> MUN Y S|
NC- 001|
NP- 001|
PN- KR 2001025282 A 20010406 KR 200073379 A 20001205 200223 B|
AN- <LOCAL> KR 200073379 A 20001205|
AN- <PR> KR 200073379 A 20001205|
LA- KR 2001025282(1)|
AB- <PN> KR 2001025282 A|
AB- <NV> NOVELTY - A method of knowledge exchange and an inter-business barter through internet are provided to increase trade.|
AB- <BASIC> DETAILED DESCRIPTION - A customer subscribed writes an article list so as to register exchange or barter articles(S2) and retrieves

registered articles for exchange or writes an order sheet to exchange an article(S4). If the customer want to register the order sheet, the customer requests a **barter** (S6), selects a trading type to decide trading type for the **barter**, inputs an article name, deadline of the **barter**, total quantity, delivery condition, detail information and a quality guarantee and clicks a registration button. After registration of the order sheet, the customer clicks a confirmation button to confirm the registration and selects a trade object such as setting up of **multiparty** relations(S8). If the customer want to change trading condition, the customer clicks a setup button and changes the trading condition(S10). If the customer clicks confirmation button, selection of the trade object is completed and an e-mail is delivered to corresponding company having relation to **multiparty** to announce an individual official notice(S12).

pp; 1 DwgNo 1/10|

DE- <TITLE TERMS> METHOD; EXCHANGE; INTER; BUSINESS; THROUGH|

DC- T01|

IC- <MAIN> G06F-017/6003|

MC- <EPI> T01-J12B; T01-N01A2F; T01-N01C|

FS- EPI||

14/4/6 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 2002-154831/200220|

DX- <RELATED> 2002-618599|

XR- <XRPX> N02-117706|

TI- Real estate lease negotiation managing apparatus using computer network for allowing **two parties** to **negotiate** and execute real estate lease over the Internet|

PA- DONAHUE & CO J J (DONA-N)|

AU- <INVENTORS> DONAHUE J J|

NC- 095|

NP- 002|

PN- WO 200203297 A2 20020110 WO 2001US20893 A 20010629 200220 B|

PN- AU 200173105 A 20020114 AU 200173105 A 20010629 200237|

AN- <LOCAL> WO 2001US20893 A 20010629; AU 200173105 A 20010629|

AN- <PR> US 2000610005 A 20000705|

FD- WO 200203297 A2 G06F-017/60

<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

FD- AU 200173105 A G06F-017/60 Based on patent WO 200203297|

LA- WO 200203297(E<PG> 59)|

DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW|

DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE; IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TR; TZ; UG; ZW|

AB- <PN> WO 200203297 A2|

AB- <NV> NOVELTY - Lease is negotiated using a computer-implemented process to guide the parties through various negotiation phases, controlled by a structured transaction engine (103) controlling the process by displaying web pages containing predefined choices for various aspects of a transaction.|

AB- <BASIC> DETAILED DESCRIPTION - A prospective tenant operates a computer (101) to **negotiate** a real estate lease with a prospective landlord operating a computer (102) and each lease is negotiated using a computer-implemented process to guide the parties through various negotiation phases, controlled by a structured transaction engine (103) controlling the process by displaying web pages containing predefined choices for various aspects of a transaction. Information input by the parties is stored in a database (104), while a vendor database (106) contains information about third party vendors. Choices are compared to rules stored in a database (105) and converters (109) provide conversion functions of currency, measurements etc.

INDEPENDENT CLAIMS are included for a computer-assisted method of **negotiating** a real estate transaction and for a computer readable medium with instructions.

USE - **Negotiating** a real estate lease using a computer network.

ADVANTAGE - Reducing cost of negotiations across international borders.

DESCRIPTION OF DRAWING(S) - The drawing shows the system
Computers (101,102)
Transaction engine (103)
Vendor database (106)
Rules database (105)
Converters (109)

pp; 59 DwgNo 1A/19|

DE- <TITLE TERMS> REAL; ESTATE; LEASE; **NEGOTIATE** ; MANAGE; APPARATUS;
COMPUTER; NETWORK; ALLOW; TWO; PARTY; **NEGOTIATE** ; EXECUTE; REAL;
ESTATE; LEASE|

DC- T01|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J05B4P; T01-N01A2A; T01-S03|

FS- EPI||

14/4/7 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2001-626169/200172|

XR- <XRPX> N01-466798|

TI- Broker for **multi - party** constrained optimization, accesses optimization problems and values corresponding to multiple parties to negotiation and generates global optimization problem!

PA- I2 TECHNOLOGIES INC (ITWO-N)|

AU- <INVENTORS> DALAL M|

NC- 094|

NP- 002|

PN- WO 200171536 A2 20010927 WO 2001US7834 A 20010312 200172 B|

PN- AU 200145625 A 20011003 AU 200145625 A 20010312 200210|

AN- <LOCAL> WO 2001US7834 A 20010312; AU 200145625 A 20010312|

AN- <PR> US 2000528457 A 20000317|

FD- WO 200171536 A2 G06F-017/00

<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

FD- AU 200145625 A G06F-017/00 Based on patent WO 200171536|

LA- WO 200171536(E<PG> 34)|

DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TR; TZ; UG; ZW|
AB- <PN> WO 200171536 A2|
AB- <NV> NOVELTY - Optimization problems and values corresponding to the
multiple parties (12) to the negotiation are accessed. Each
optimization problem contains an objective related to the respective
value. A global optimization problem is generated in accordance with
optimization problems and values of multiple parties.|
AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for
the following:
 (a) Multi - party constrained optimizing method;
 (b) Software for multi - party constrained optimization
USE - For multi - party constrained optimization in business
environment.
ADVANTAGE - Optimal global solution that balances competing
interests of multiple parties to a planning activity is obtained
effectively, by generating global optimization problem.
DESCRIPTION OF DRAWING(S) - The figure shows an explanatory system
for solving multi - party constrained optimization problems.
Parties (12)
pp; 34 DwgNo 1/5|
DE- <TITLE TERMS> MULTI; PARTY; CONSTRAIN; ACCESS; PROBLEM; VALUE;
CORRESPOND; MULTIPLE; PARTY; NEGOTIATE ; GENERATE; GLOBE; PROBLEM|
DC- T01|
IC- <MAIN> G06F-017/00|
MC- <EPI> T01-J05A; T01-M02A1; T01-S03|
FS- EPI||

14/4/8 (Item 8 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2001-596177/200167|
XR- <XRPX> N01-444425|
TI- Facilitating method using computer for commercial transfer of
information between information provider and consumer negotiating
transfer of information and generating transfer contract with
arbitration system to solve any dispute|
PA- SO P K L (SOPK-I)|
AU- <INVENTORS> SO P K L|
NC- 094|
NP- 002|
PN- WO 200148642 A2 20010705 WO 2000CA1397 A 20001122 200167 B|
PN- AU 200118458 A 20010709 AU 200118458 A 20001122 200167|
AN- <LOCAL> WO 2000CA1397 A 20001122; AU 200118458 A 20001122|
AN- <PR> US 99472123 A 19991223|
FD- WO 200148642 A2 G06F-017/60
 <DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU
 CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
 KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
 SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
 <DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS
 LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW
FD- AU 200118458 A G06F-017/60 Based on patent WO 200148642|
LA- WO 200148642(E<PG> 18)|
DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TR; TZ; UG; ZW|
AB- <PN> WO 200148642 A2|

AB- <NV> NOVELTY - The method involves collecting at least one information provider with a defined information resource and posting the resource classified based on its defined information on a system. The system grants access to potential consumers of the resource. The system receives a request from one of the consumers to purchase selected information from an information provider, processes the request including conveying the request to the provider and receiving a response from the provider. The system communicates the response as an offer to provide to the consumer who then has one of three options: accepting the offer, declining the offer or submitting a counter offer. If the consumer submits a rejection negotiations cease.

If the consumer submits a counter offer negotiation is continued until agreement is achieved between the **two parties**. When the offer is accepted the system receives relevant funds from the consumer. The system then transfers the selected information to the consumer and releases the relevant funds to the selected supplier.|

AB- <BASIC> USE - For commercial transfer of information between an information provider and an information consumer. For electronic contract negotiation and transfer of information.

ADVANTAGE - Allows commercial transfer of information using a network system. Provides arbitration system to better ensure fairness in contract interpretation should any dispute arise.

DESCRIPTION OF DRAWING(S) - The figure shows a flow diagram of the process.

pp; 18 DwgNo 1/4|

DE- <TITLE TERMS> FACILITATE; METHOD; COMPUTER; COMMERCIAL; TRANSFER;
INFORMATION; INFORMATION; CONSUME; **NEGOTIATE**; TRANSFER; INFORMATION;
GENERATE; TRANSFER; CONTRACT; ARBITER; SYSTEM; SOLVING|

DC- T01|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J05A|

FS- EPI||

14/4/9 (Item 9 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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IM- *Image available*

AA- 2001-451221/200148|

XR- <XRPX> N01-334118|

TI- Semi-automatic **negotiating** method for relationship between **two parties** in electronic commerce involves determining relationship between **two parties** according to intentions of both parties|

PA- DEALIGENCE INC (DEAL-N); TECHNION RES & DEV FOUND LTD (TECR)|

AU- <INVENTORS> KONOPNICKI D; LEIBA L; SAGIV Y; SHMUELI O|

NC- 094|

NP- 002|

PN- WO 200116665 A2 20010308 WO 2000IL516 A 20000829 200148 B|

PN- AU 200067230 A 20010326 AU 200067230 A 20000829 200148|

AN- <LOCAL> WO 2000IL516 A 20000829; AU 200067230 A 20000829|

AN- <PR> US 2000504853 A 20000216; US 99151795 P 19990831|

FD- WO 200116665 A2 G06F-000/00

<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU
CZ DE DK DM DZ EE ES FI FR GB GH GE GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZW

<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS

LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW
FD- AU 200067230 A G06F-000/00 Based on patent WO 2001166651
LA- WO 200116665(E<PG> 84)|
DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW|
AB- <PN> WO 200116665 A2|
AB- <NV> NOVELTY - A first intention for a first party and a second
intention for a second party are provided. Each intention features a
number of components. The first intention is compared with the second
intention. The relationship between the parties is determined according
to the first and second intentions when the first intention matches
with the second intention.|
AB- <BASIC> DETAILED DESCRIPTION - One dispatch between the first party and
the second party is changed. The dispatch includes a reference to the
value for one of the components of the intentions. Either the first
intention or the second intention is then altered according to the
reference to the value in one dispatch. INDEPENDENT CLAIMS are also
included for the following:
 (a) a semi-automatic **negotiating** system for relationship between
two parties in electronic commerce;
 (b) a device used in the semi-automatic **negotiating** system;
 (c) and a method of generating minimizing goal for level within
goal program.
USE - For **negotiating** relationship which leads to construction of
contract between **two parties** in electronic commerce.
ADVANTAGE - Automates negotiation between a potential customer and
a vendor through software tools, for example at a Web site, which leads
to the construction of contract between the potential customer and the
vendor.
DESCRIPTION OF DRAWING(S) - The figure shows the examples of
classes of constructing contract between **two parties** in electronic
commerce by using the semi-automatic **negotiating** method.
pp; 84 DwgNo 1/12|
DE- <TITLE TERMS> SEMI; AUTOMATIC; **NEGOTIATE**; METHOD; RELATED; TWO; PARTY
; ELECTRONIC; DETERMINE; RELATED; TWO; PARTY; ACCORD; PARTY|
DC- T01|
IC- <MAIN> G06F-000/00|
MC- <EPI> T01-E01C; T01-H07C5E; T01-J05A1; T01-J05A2|
FS- EPI||

14/4/10 (Item 10 from file: 350)
DIALOG(R) File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2001-451164/200148|
XR- <XRPX> N01-334061|
TI- Virtual marketplace for **negotiating** sales of bulk, non-commodity food
products, has computer connected to international computer **network**
which interconnects remote **buyers** and **suppliers** of food products|
PA- DE LA MOTTE A L (DMOT-I)|
AU- <INVENTORS> BRACKINREED B L; DE LA MOTTE A L; NESLON C|
NC- 093|
NP- 002|
PN- WO 200109697 A2 20010208 WO 2000US20701 A 20000728 200148 B|
PN- AU 200065020 A 20010219 AU 200065020 A 20000728 200148|
AN- <LOCAL> WO 2000US20701 A 20000728; AU 200065020 A 20000728|

AN- <PR> US 99364711 A 199907301
FD- WO 200109697 A2 G06F-000/00
<DS> (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS
LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW
FD- AU 200065020 A G06F-000/00 Based on patent WO 200109697|
LA- WO 200109697(E<PG> 56)|
DS- <NATIONAL> AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; MZ; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW|
AB- <PN> WO 200109697 A2|
AB- <NV> NOVELTY - A computer is connected to an international computer
network which interconnects remote **buyers** and **suppliers** of bulk,
non-commodity food products. A software operates on the computer to
receive an RFQ for a food product from a buyer via the network and
present the RFQ to at least some of the suppliers via the network.|
AB- <BASIC> DETAILED DESCRIPTION - The software operates on the computer to
further receive one or more quotes for the food product from one or
more suppliers via the network and present at least one of the quotes
to the buyer via the network. An INDEPENDENT CLAIM is also included for
a method of facilitating a transaction involving the purchase of bulk,
non-commodity food products.

USE - For **negotiating** sales of bulk, non-commodity food products.

ADVANTAGE - Enables buyers and suppliers, wherever located, to
fairly, efficiently and knowledgeably **negotiate** directly among
themselves for the purchase and sale of products. Allows subjective
characteristics of product to be evaluated and objectively rated based
on generally accepted levels of quality. Allows buyers and suppliers to
negotiate using mutually understood descriptions of product quality
to rationally value supplier's products in comparison to those of
competing suppliers.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of a
trading system in which the virtual marketplace is applied.

pp; 56 DwgNo 1/4|

DE- <TITLE TERMS> VIRTUAL; **NEGOTIATE** ; SALE; BULK; NON; COMMODITY; FOOD;
PRODUCT; COMPUTER; CONNECT; INTERNATIONAL; COMPUTER; NETWORK;
INTERCONNECT; REMOTE; BUY; SUPPLY; FOOD; PRODUCT|

DC- T01|

IC- <MAIN> G06F-000/00|

MC- <EPI> T01-H07C3E; T01-H07C5E; T01-J05A1; T01-J05A2|

FS- EPI||

14/4/11 (Item 11 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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IM- *Image available*

AA- 2001-441372/200147|

XR- <XRPX> N01-326535|

TI- Apparatus for ordering sample quantities for ordering sample quantities
over network; selects sample quantity orders terms offered by seller
terminal, sends sample quantity ordering terms to buyer terminal|

PA- TRADE ACCESS INC (TRAD-N)|

AU- <INVENTORS> CONKLIN J; FOUCHER D|

NC- 087|

NP- 0021
PN- WO 200137114 A1 20010525 WO 99US27176 A 19991117 200147 B1
PN- AU 200017295 A 20010530 WO 99US27176 A 19991117 200152
<AN> AU 200017295 A 19991117|
AN- <LOCAL> WO 99US27176 A 19991117; WO 99US27176 A 19991117; AU 200017295
A 19991117|
AN- <PR> WO 99US27176 A 19991117|
FD- WO 200137114 A1 G06F-017/00
<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR
TT UA UG US UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS
LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
FD- AU 200017295 A G06F-017/00 Based on patent WO 200137114|
LA- WO 200137114(E<PG> 129)|
DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA
UG US UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW|
AB- <PN> WO 200137114 A1|
AB- <NV> NOVELTY - A seller terminal is connected to a network and includes
software for sending and receiving terms along a communications path
over the network. A buyer terminal is connected to the network and
includes software for sending and receiving terms along a
communications path over the network. The sample ordering software
selects the sample quantity ordering terms offered by the seller
terminal, sends the sample quantity ordering terms to the buyer
terminal, and processes payment between buyer and seller.|
AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for:
(a) a method for ordering sample quantities
USE - For conducting negotiations and ordering sample quantities
over a network.
ADVANTAGE - Provides a system for iterative **bargaining** and
purchasing over a **network**, which enables **buyers** and **sellers** to
negotiate prices, terms, and conditions iteratively until an agreement
is reached on all points. Economical to use while enables the creation
of knowledgeable communities of commerce. Provides a device for
storing, archiving and accessing all transactions and documents as they
are formed over the system.
DESCRIPTION OF DRAWING(S) - The drawing is a block diagram showing
some of the main interactions enabled by the present invention.
pp; 129 DwgNo 1g/32|
DE- <TITLE TERMS> APPARATUS; ORDER; SAMPLE; QUANTITY; ORDER; SAMPLE;
QUANTITY; NETWORK; SELECT; SAMPLE; QUANTITY; ORDER; TERM; OFFER;
TERMINAL; SEND; SAMPLE; QUANTITY; ORDER; TERM; BUY; TERMINAL|
DC- T01|
IC- <MAIN> G06F-017/00|
MC- <EPI> T01-H07C3; T01-H07C5E; T01-J05A1; T01-J05A2; T01-S02|
FS- EPI||

14/4/12 (Item 12 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2001-343529/200136|

XR- <XRXPX> N01-248785|

TI- Incentive providing method in e.g. companies through Internet, involves

providing incentives to respondent and referring party, when responding party has successfully responded to offerings|

PA- BOUNTYSYSTEMS INC (BOUN-N)|

AU- <INVENTORS> CREVIER Y; DAVIS A; DAVIS D E; DAVIS L R; MOORE E H|

NC- 024|

NP- 002|

PN- WO 200133469 A2 20010510 WO 2000US30527 A 20001103 200136 B|

PN- AU 200115859 A 20010514 AU 200115859 A 20001103 200149|

AN- <LOCAL> WO 2000US30527 A 20001103; AU 200115859 A 20001103|

AN- <PR> US 2000219721 P 20000719; US 99163812 P 19991105|

FD- WO 200133469 A2 G06F-017/60
<DS> (National): AU CA CN IL JP
<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

FD- AU 200115859 A G06F-017/60 Based on patent WO 200133469|

LA- WO 200133469(E<PG> 45)|

DS- <NATIONAL> AU CA CN IL JP|

DS- <REGIONAL> AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR|

AB- <PN> WO 200133469 A2|

AB- <NV> NOVELTY - The terms of offerings are generated including incentives for respondent ad referring parties. The data regarding the respondent and referring parties are received from a candidate referring party and stored in memory. The incentives are paid to the respective parties, when the respondent party has successfully responded to the offerings.|

AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:
(a) System for providing incentive to user;
(b) Method for **negotiating** and tracking referring party based transaction;
(c) System for **negotiating** and tracking referring party based transaction

USE - For providing incentives in e.g. companies through internet.
ADVANTAGE - Since the incentives are provided to both the parties separately, the problem generated when the respondent seeks a benefit by bypassing the relation between the referring party and the advertiser is reduced, and hence the referring party is motivated to identify the potential respondents.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram explaining the **two party** bounty method.
pp; 45 DwgNo 1/19|

DE- <TITLE TERMS> METHOD; COMPANY; THROUGH; REFER; PARTY; RESPOND; PARTY; SUCCESS; RESPOND|

DC- T01|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J05A|

FS- EPI||

14/4/13 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

AA- 2001-274903/200129|

XR- <XRPX> N01-196463|

TI- Computer implemented method of trading among members where customers post requests for goods or services and vendors review the requests and post proposals which may involve co-operation with other vendors|

PA- HEWLETT-PACKARD CO (HEWP)|

AU- <INVENTORS> CARPENTER R L|

NC- 025|

NP- 001|
PN- EP 1054333 A2 20001122 EP 2000109921 A 20000510 200129 B|
AN- <LOCAL> EP 2000109921 A 20000510|
AN- <PR> US 99316410 A 19990520|
FD- EP 1054333 A2 G06F-017/60
<DS> (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV
MC MK NL PT RO SE SI|
LA- EP 1054333(E<PG> 13)|
DS- <REGIONAL> AL; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LT; LU; LV; MC; NL; PT; RO; SE; SI|
AB- <PN> EP 1054333 A2|
AB- <NV> NOVELTY - Customer and vendor members are registered and only
members may participate in dealings. Customers post requests for goods
or services and vendors review posted requests and may co-operate to
post proposals. The customers can view all posted proposals and may
negotiate to conclude an agreement. Dealings may be conducted over The
Internet or other electronic networks. Histories of dealings by
individual members may be stored and accessed by other members and
model agreements may also be stored for use by dealing members.|
AB- <BASIC> USE - In electronic commerce.
ADVANTAGE - Provides an efficient process for concluding complex,
multi - party agreements.
pp; 13 DwgNo 0/3|
DE- <TITLE TERMS> COMPUTER; IMPLEMENT; METHOD; TRADE; MEMBER; CUSTOMER;
POST; REQUEST; GOODS; SERVICE; VENDING; REVIEW; REQUEST; POST; CO;
OPERATE; VENDING|
DC- T01; W01|
IC- <MAIN> G06F-017/60|
MC- <EPI> T01-H07C5E; T01-H07C5S; T01-J05A; W01-A06B7|
FS- EPI||

14/4/14 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 2000-498784/200044|
XR- <XRPX> N00-369761|
TI- Weakened key **negotiating** method in encryption system involves using
final or initial encryption keys, based on comparison of work factor
value of initial encryption key and lower one of work factor values|
PA- QUALCOMM INC (QUAL-N)|
AU- <INVENTORS> ROSE G G|
NC- 090|
NP- 005|
PN- WO 200036787 A1 20000622 WO 99US30477 A 19991217 200044 B|
PN- AU 200022034 A 20000703 AU 200022034 A 19991217 200046|
PN- EP 1142192 A1 20011010 EP 99966518 A 19991217 200167
<AN> WO 99US30477 A 19991217|
PN- KR 2001089648 A 20011008 KR 2001707676 A 20010618 200220|
PN- CN 1342356 A 20020327 CN 99814695 A 19991217 200247|
AN- <LOCAL> WO 99US30477 A 19991217; AU 200022034 A 19991217; EP 99966518 A
19991217; WO 99US30477 A 19991217; KR 2001707676 A 20010618; CN
99814695 A 19991217|
AN- <PR> US 98216348 A 19981218|
FD- WO 200036787 A1 H04L-009/06
<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS

LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
FD- AU 200022034 A H04L-009/06 Based on patent WO 200036787
FD- EP 1142192 A1 H04L-009/06 Based on patent WO 200036787
<DS> (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV
MC MK NL PT RO SE SI!
LA- WO 200036787(E<PG> 18); EP 1142192(E)|
DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT TZ UA UG UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE;
IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW; AL; LI;
LT; LV; MK; RO; SI|
AB- <PN> WO 200036787 A1|
AB- <NV> NOVELTY - The final encryption key derived from the output
produced corresponding to word including modified intermediate key is
used for encrypt communication between station. When work factor value
is greater than lower one of work factor values. Otherwise, initial
encryption key is used for encrypt communication between the stations.|
AB- <BASIC> DETAILED DESCRIPTION - The work factor value of the initial
encryption key is compared with lower one of work factor values. When
the work factor value of initial encryption key is greater than lower
one of work factor values, then hash function is performed on word
including initial encryption key to produce intermediate key and to
derive a modified intermediate key. Hash function is performed on other
word including modified intermediate key and final encryption key
having work factor value not greater than the lower one of different
work factor values is derived. Using the final encryption key,
encryption communication between two stations is started. When the work
factor value is found to be greater than lower one of work factor
values, the initial encryption key is used to encrypt communication
between two stations.

USE - For **negotiating** weakened keys in encryption communication
system in wireless communication system and/or internet especially
cellular network.

ADVANTAGE - Both stations are capable of using the same encryption
algorithm with the same length of key accepted by the algorithm by
enabling conversion of encryption key into longer key. Facilitates
exchanges between only two of parties, at any point, even under unusual
circumstance where more than **two parties** are involved in
calculation of encryption key.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram
explaining the weakened key **negotiating** steps involved.

pp; 18 DwgNo 2/2|

DE- <TITLE TERMS> WEAK; KEY; NEGOTIATE ; METHOD; ENCRYPTION; SYSTEM; FINAL
; INITIAL; ENCRYPTION; KEY; BASED; COMPARE; WORK; FACTOR; VALUE;
INITIAL; ENCRYPTION; KEY; LOWER; ONE; WORK; FACTOR; VALUE|
DC- W01; W02|
IC- <MAIN> H04L-009/06|
MC- <EPI> W01-A05A; W01-A06B7; W01-B05A1A; W02-C03C1A|
FS- EPI||

14/4/15 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*

AA- 2000-387913/2000331

XR- <XRPX> N00-290357|

TI- International transaction processing apparatus enables initiating
terminal and destination terminal to select each other for transaction,

propose terms for transaction and **negotiates** terms iteratively|
PA- TRADE ACCESS INC (TRAD-N)|
AU- <INVENTORS> CONKLIN J; FOUCHER D|
NC- 0871
NP- 0031
PN- WO 200029974 A1 20000525 WO 99US27221 A 19991116 200033 B|
PN- AU 200017301 A 20000605 AU 200017301 A 19991116 200042
PN- US 6338050 B1 20020108 US 98192729 A 19981116 200211|
AN- <LOCAL> WO 99US27221 A 19991116; AU 200017301 A 19991116; US 98192729 A 19981116|
AN- <PR> US 98192729 A 19981116|
FD- WO 200029974 A1 G06F-017/00
<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW
<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW|
FD- AU 200017301 A G06F-017/00 Based on patent WO 200029974|
LA- WO 200029974(E<PG> 131)|
DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW|
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; EA; ES; FI; FR; GB; GH; GM; GR; IE; IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SL; SZ; TZ; UG; ZW|
AB- <PN> WO 200029974 A1|
AB- <NV> NOVELTY - An initiating terminal includes a software for transmitting and receiving terms along a communication path over an Internet through multivariate negotiation engine system. During transaction processing, the engine system enables the initiating terminal and destination terminal to select each other for a transaction, propose terms for transaction and **negotiate** terms.|
AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for international transaction processing method.
USE - For processing international transaction over Internet for commercial purchase and sales transaction such as electronic commerce.
ADVANTAGE - Enables iterative **bargaining** and purchasing over **network** which enables **buyers** and **sellers** to **negotiate** prices, terms and conditions iteratively until and agreement is reached on all points.
DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of main interaction.
pp; 131 DwgNo 1g/32|
DE- <TITLE TERMS> INTERNATIONAL; TRANSACTION; PROCESS; APPARATUS; ENABLE; INITIATE; TERMINAL; DESTINATION; TERMINAL; SELECT; TRANSACTION; TERM; TRANSACTION; **NEGOTIATE**; TERM; ITERATIVE|
DC- T01; T05|
IC- <MAIN> G06F-017/00; G06F-017/60|
MC- <EPI> T01-J05A1; T05-L02|
FS- EPI||

14/4/16 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 2000-387911/200033|

XR- <XRPX> N00-290355|

TI- Multivariate negotiation processing apparatus recognizes destination terminal and initiating terminal as negotiators during iterative

processing and designates one of them as a deciding entity|

PA- TRADE ACCESS INC (TRAD-N)|

AU- <INVENTORS> CONKLIN J; FOUCHER D|

NC- 088|

NP- 004|

PN- WO 200029972 A1 20000525 WO 99US27151 A 19991116 200033 B|

PN- AU 200017286 A 20000605 AU 200017286 A 19991116 200042

PN- US 6141653 A 20001031 US 98192735 A 19981116 200057

PN- EP 1141859 A1 20011010 EP 99960395 A 19991116 200167

<AN> WO 99US27151 A 19991116|

AN- <LOCAL> WO 99US27151 A 19991116; AU 200017286 A 19991116; US 98192735 A 19981116; EP 99960395 A 19991116; WO 99US27151 A 19991116|

AN- <PR> US 98192735 A 19981116|

FD- WO 200029972 A1 G06F-017/00

<DS> (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

<DS> (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

FD- AU 200017286 A G06F-017/00 Based on patent WO 200029972

FD- EP 1141859 A1 G06F-017/00 Based on patent WO 200029972

<DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE|

LA- WO 200029972(E<PG> 133); EP 1141859(E)|

DS- <NATIONAL> AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW|

DS- <REGIONAL> AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE; EA; GH; GM; KE; LS; MW; OA; SD; SL; SZ; TZ; UG; ZW|

AB- <PN> WO 200029972 A1|

AB- <NV> NOVELTY - An initiating terminal includes software for transmitting and receiving terms along a communication path over the network such as internet through multivariate negotiations engine system. During iterative processing, the engine system recognizes the destination terminal and initiating terminal as negotiators and designates one of them as a deciding entity.|

AB- <BASIC> DETAILED DESCRIPTION - The multivariate negotiations engine system stores the terms of terminal proposes and sending terms to indicated terminal in its storage space, until a set of terms is agreed upon by the deciding entity. An INDEPENDENT CLAIM is also included for multivariate negotiation processing method.

USE - For processing multivariate negotiations over internet for commercial purchase and sales transaction such as electronic commerce.

ADVANTAGE - Enables iterative **bargaining** and purchasing over a **network** which enables **buyers** and **sellers** to **negotiate** prices, terms and condition iteratively until an agreement is reached on all points.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of main iterations.

pp; 133 DwgNo 1g/32|

DE- <TITLE TERMS> NEGOTIATE ; PROCESS; APPARATUS; DESTINATION; TERMINAL; INITIATE; TERMINAL; ITERATIVE; PROCESS; DESIGNATED; ONE; DECIDE; ENTITY |

DC- T01|

IC- <MAIN> G06F-017/00; G06F-017/60|

MC- <EPI> T01-H07C5A; T01-J05A|

FS- EPI||

DIALOG(R)File 350:Derwent WPIX
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IM- *Image available*
AA- 1998-249493/199822|
XR- <XRPX> N98-196991|
TI- Walking wheel for small vehicle, e.g. invalid carriage - incorporates distribution valves, additional piston cylinders, and hub with two linked parallel plates!
PA- MO RF RES INST (MORF-R)|
AU- <INVENTORS> PAUTOV V I; ROMANNIKOVA N K; SEREDA V V|
NC- 001|
NP- 001|
PN- RU 2092368 C1 19971010 RU 95119264 A 19951114 199822 B|
AN- <LOCAL> RU 95119264 A 19951114|
AN- <PR> RU 95119264 A 19951114|
FD- RU 2092368 C1 B62D-057/032|
LA- RU 2092368(9)|
AB- <BASIC> RU 2092368 C

A walking wheel, designed to negotiate sloping surfaces and steps as well as the flat, consists of a **multilateral** hub (1) fixed to a shaft (2) and equipped with equally-spaced cylinders (7) containing coaxial damping and thrust pistons with shoes (24), and equipped with by-pass valves (14).

The wheel also has distribution valves (13), additional piston cylinders and moving pins. The hub is in the form of two parallel plates which are joined together with a gap between, each having limiting slots for the moving pins which are fixed to rods in the additional piston cylinders. The working chamber of each of the thrust cylinders is in two sections, with damping pistons in the upper sections. The wheel is powered by the rotating shaft, which can be an i.c. engine, electric motor or manually operated.

ADVANTAGE - Simple in design and easy to maintain.

Dwg.1/7|

DE- <TITLE TERMS> WALKING; WHEEL; VEHICLE; INVALID; CARRIAGE; INCORPORATE; DISTRIBUTE; VALVE; ADD; PISTON; CYLINDER; HUB; TWO; LINK; PARALLEL; PLATE|
DC- Q22|
IC- <MAIN> B62D-057/032|
IC- <ADDITIONAL> B62D-057/024|
FS- EngPI||

14/4/18 (Item 18 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

IM- *Image available*
AA- 1998-052661/199805|
XR- <XRPX> N98-041731|
TI- Mobile communications data compressor and transmitter method - compressing and transmitting data on connection between **two parties** in telecommunication system with data to be transmitted assembled into frames which are compressed prior to transmission|
PA- NOKIA TELECOM OY (OYNO)|
AU- <INVENTORS> KARI H H; KARI H|
NC- 077|
NP- 006|
PN- WO 9748212 A1 19971218 WO 97FI345 A 19970603 199805 B|
PN- FI 9602381 A 19971208 FI 962381 A 19960607 199810|
PN- AU 9729656 A 19980107 AU 9729656 A 19970603 199820|
PN- EP 898825 A1 19990303 EP 97924060 A 19970603 199913|

<AN> WO 97FI345 A 19970603
PN- JP 2000513519 W 20001010 WO 97FI345 A 19970603 200053
<AN> JP 98501239 A 19970603
PN- US 6434168 B1 20020813 WO 97FI345 A 19970603 200255
<AN> US 98202203 A 19981207I
AN- <LOCAL> WO 97FI345 A 19970603; FI 962381 A 19960607; AU 9729656 A 19970603; EP 97924060 A 19970603; WO 97FI345 A 19970603; WO 97FI345 A 19970603; JP 98501239 A 19970603; WO 97FI345 A 19970603; US 98202203 A 19981207I
AN- <PR> FI 962381 A 19960607I
FD- WO 9748212 A1 H04L-012/56
<DS> (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH HU IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG US UZ VN YU
<DS> (Regional): AT BE CH DE DK EA ES FI FR GB GH GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG
FD- AU 9729656 A H04L-012/56 Based on patent WO 9748212
FD- EP 898825 A1 H04L-012/56 Based on patent WO 9748212
<DS> (Regional): AT BE CH DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE
FD- JP 2000513519 W H03M-007/30 Based on patent WO 9748212
FD- US 6434168 B1 H04J-003/00 Based on patent WO 9748212I
LA- WO 9748212(E<PG> 13); EP 898825(E); JP 2000513519(20)I
DS- <NATIONAL> AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH HU IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG US UZ VN YU|
DS- <REGIONAL> AT; BE; CH; DE; DK; EA; ES; FI; FR; GB; GH; GR; IE; IT; KE; LS; LU; MC; MW; NL; OA; PT; SD; SE; SZ; UG; LI|
AB- <BASIC> WO 9748212 A
The method involves assembling data to be transmitted into frames (F) which contain a header section (1) and a data section (2). One section is compressed prior to transmission.
Two different compression algorithms are made available to the transmitting party and two different decompression algorithms are made available to the receiving party.
The transmitting party selects the algorithm which yields the best compression ratio and transmits the frame over a slow transmission channel. The parties **negotiate** the compression algorithms to be used on the connection at the beginning of the connection.
USE - Data compressor is for improving data transfer capacity in mobile communications system.
ADVANTAGE - Allows limited capacity of air interface of cellular packet radio network or other low-speed telecommunication resource to be used as efficiently as possible and to enhance traffic encryption against unauthorised listening.
Dwg.1/2|
DE- <TITLE TERMS> MOBILE; COMMUNICATE; DATA; COMPRESSOR; TRANSMIT; METHOD; COMPRESS; TRANSMIT; DATA; CONNECT; TWO; PARTY; TELECOMMUNICATION; SYSTEM; DATA; TRANSMIT; ASSEMBLE; FRAME; COMPRESS; PRIOR; TRANSMISSION|
DC- W01; W02|
IC- <MAIN> H03M-007/30; H04J-003/00; H04L-012/56; H04L-025/49|
IC- <ADDITIONAL> H04Q-007/30; H04Q-007/32; H04Q-007/38|
MC- <EPI> W01-A02A; W01-A03B; W01-A05A; W01-A06G2; W01-B05A1A; W02-C03C1A|
FS- EPI||

14/4/19 (Item 19 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 1997-201770/199718|

DX- <RELATED> 1997-363999|

XR- <XRPX> N97-166838|

TI- Electronic blind negotiation system between **two parties** with assistance of number of trustees - by transmitting by each of first and second parties to trustees data strings that encode their respective reservation prices and at least one of these transmissions is carried out electronically|

PA- MICALI S (MICA-I)|

AU- <INVENTORS> MICALI S|

NC- 001|

NP- 001|

PN- US 5615269 A 19970325 US 96604870 A 19960222 199718 B|

AN- <LOCAL> US 96604870 A 19960222|

AN- <PR> US 96604870 A 19960222|

FD- US 5615269 A |

LA- US 5615269(20)|

AB- <BASIC> US 5615269 A

The method involves initiating an electronic process by having first and second parties compute data strings encoding their respective reservation prices. At least one of the parties uses an electronic device for such computation. Each of the first and second parties transmits to the trustees the data strings that encode their respective reservation prices. At least one of these transmissions is carried out electronically. A subset of trustees contains less than a given number of trustees does not possess any useful information sufficient for reconstructing the reservation prices.

The number of trustees participates in the electronic process by taking action to determine whether the set relationship exists. The determination is made without reconstructing the reservation prices.

USE/ADVANTAGE - As. Enables participants in negotiation to agree common price for given transaction without requiring either participant to reveal certain information about its **bargaining** position unless suitable agreement can in fact be reached.

Dwg.1/4|

DE- <TITLE TERMS> ELECTRONIC; BLIND; **NEGOTIATE** ; SYSTEM; TWO; PARTY; ASSIST; NUMBER; TRANSMIT; FIRST; SECOND; PARTY; DATA; STRING; ENCODE; RESPECTIVE; RESERVE; PRICE; ONE; TRANSMISSION; CARRY; ELECTRONIC|

DC- T01; W01|

IC- <MAIN> H04L-009/00|

IC- <ADDITIONAL> G06F-017/60; H04K-001/00|

MC- <EPI> T01-H07C3; T01-J05A1; W01-A05A|

FS- EPI||

14/4/20 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 1996-289308/199630|

XR- <XRPX> N96-242797|

TI- Communication negotiation for data conversion between units esp. for connection between PSTN and LAN - has sender and receiver **negotiating** to agree acceptable format for conversion and transmission for all types of data|

PA- SHARP KK (SHAF)|

AU- <INVENTORS> MATSUOKA Y; UEDA T|

NC- 004|

NP- 005|

PN- EP 719016 A2 19960626 EP 95308579 A 19951129 199630 B|

PN- JP 8163269 A 19960621 JP 94298617 A 19941201 199635

PN- JP 8204703 A 19960809 JP 958243 A 19950123 199642

PN- US 5835789 A 19981110 US 95565693 A 19951201 199901

PN- JP 3163227 B2 20010508 JP 94298617 A 19941201 2001281
 AN- <LOCAL> EP 95308579 A 19951129; JP 94298617 A 19941201; JP 958243 A 19950123; US 95565693 A 19951201; JP 94298617 A 19941201|
 AN- <PR> JP 958243 A 19950123; JP 94298617 A 19941201|
 CT- No-SR.Publ
 FD- EP 719016 A2 H04L-029/06
 <DS> (Regional): DE GB
 FD- JP 3163227 B2 H04M-011/00 Previous Publ. patent JP 81632691
 LA- EP 719016(E<PG> 47); JP 8163269(13); JP 8204703(19); JP 3163227(13)|
 DS- <REGIONAL> DE; GB|
 AB- <BASIC> EP 719016 A

The communication system has a link (3) between a telephone, LAN or infrared communication network and a receiver. The sender and receiver can have different formats for handling data. On initial connection the two units **negotiate** (10) on what format will be used for the data to be sent. When the **two sides** have different formats a conversion system (3) is used to convert the data to suit the receiving unit.

Conversion data (8) and programs (9) are held in the sender unit, but conversion can also be negotiated to be undertaken in the receiver. A third unit can be invoked if neither have suitable converters. Negotiations can cover processing power and transmission format.

USE/ADVANTAGE - Telephone set capable of transmitting digital code or PC and work station capable of handling E-mail which can be transmitted in real time. Allows two units to transfer data, images, audio and digitised data whilst requiring different formats in each. Displays information received at time of absence as character information and transmitting information to selected person by single operation.

Dwg.1/351

DE- <TITLE TERMS> COMMUNICATE; NEGOTIATE ; DATA; CONVERT; UNIT; CONNECT;
 PSTN; LAN; SEND; RECEIVE; NEGOTIATE ; AGREE; ACCEPT; FORMAT; CONVERT;
 TRANSMISSION; TYPE; DATA|
 DE- <ADDITIONAL WORDS> ELECTRONI C_E_MAIL_ ; E; MAIL; REAL; TIME;
 COMPUTER; TELEPHONE|
 DC- T01; W01|
 IC- <MAIN> G06F-013/00; H04L-012/00; H04L-029/06; H04M-011/00|
 IC- <ADDITIONAL> H04L-012/54; H04L-012/58; H04M-001/57; H04M-001/65;
 H04M-003/42; H04N-001/32|
 MC- <EPI> T01-H07C; T01-H07C1; T01-J09; W01-A06B5A; W01-A06E1; W01-A06F;
 W01-A06G2; W01-A06X; W01-C02D; W01-C05B3B|
 FS- EPI||1

14/4/21 (Item 21 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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IM- *Image available*
 AA- 1994-312303/1994391
 XR- <XRPX> N94-2458801
 TI- Wheelchair with tracking device - has also cushion and angle regulating devices and wheel assembly made up of main and auxiliary wheels|
 PA- KAO C (KAOC-I)|
 AU- <INVENTORS> KAO C H; KAO C|
 NC- 002|
 NP- 002|
 PN- GB 2277063 A 19941019 GB 937897 A 19930416 199439 B|
 PN- US 5395129 A 19950307 US 9343738 A 19930407 199515 N|
 AN- <LOCAL> GB 937897 A 19930416; US 9343738 A 19930407|
 AN- <PR> GB 937897 A 19930416|
 FD- GB 2277063 A A61G-005/06
 FD- US 5395129 A A61G-005/06|

LA- GB 2277063(25); US 5395129(12) |

AB- <BASIC> GB 2277063 A

A wheel chair comprises a seat which has two or more rollers installed on the bottom of its **two sides**, with a fixing post which is hinged on the seat. A wheel assembly is composed of a pair of main wheels and a pair of auxiliary wheels, and a pair of side plates have respectively a guide groove, so the rollers can be inserted into the guide grooves.

A pair of track devices are fitted with the main wheel shaft and suspended on the side plates, composed of a track assembly, a lifting mechanism and an operative mechanism. The track assembly being suspended in normal use, when turning the lead screw to lift the guide block and moving chain wheel upwardly, the main wheels would be suspended and the track assembly contacting the ground.

ADVANTAGE - Allows the wheelchair to go up or downstairs, and cross over ditch.

Dwg.1/91

AB- <US> US 5395129 A

The wheel chair is composed of a seat, a track device, a cushion device and an angle-regulate device so as to make the wheel chair can cross over the ditch or go up or down the stairs. When going up the stairs, the user must lift the main wheels upwardly so as to make the track assembly contact the ground, then sliding the seat to the front slant part of the guide groove by its rollers.

When the wheel chair goes up to the last stairs, it can be returned to the horizontal position by means of the cushion device. When going down the stairs, the user must slide the seat to the rear slant part of the guide groove, then going down the stairs by means of the track assembly. Furthermore when the wheel chair crosses over the ditch, the user must move first the seat to rear part of the wheel chair until the front part of the track assembly runs over the ditch, then moving the seat to the front part so as to make the wheel chair cross over the ditch.

ADVANTAGE - Provides a wheel chair which includes a track mechanism, a cushion mechanism and an angle regulation mechanism, where the position of the seat may be displaced to incline a guide groove in order to allow the wheel chair to easily **negotiate** stairs.

Dwg.1/91

DE- <TITLE TERMS> WHEELCHAIR; TRACK; DEVICE; CUSHION; ANGLE; REGULATE; DEVICE; WHEEL; ASSEMBLE; MADE; UP; MAIN; AUXILIARY; WHEEL|

DC- P33|

IC- <MAIN> A61G-005/061

IC- <ADDITIONAL> B62D-055/041

FS- EngPI||

14/4/22 (Item 22 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 1994-256319/199432|

XR- <XRPX> N94-201977|

TI- Curved belt conveyor with linear motor and moving magnets - has edges of belt laid in guides giving predetermined curvature according to requirements for upper and lower strands|

PA- E & PK ING ENTWICKLUNG & PLANUNG (EPKI-N); E & PK ING (EPKI-N)|

AU- <INVENTORS> ECKER R; BUDERATH F; LINTERMANN J|

NC- 021|

NP- 008|

PN- DE 4323127 A1 19940818 DE 4323127 A 19930710 199432 B|

PN- EP 611712 A2 19940824 EP 94101956 A 19940209 199433

PN- AU 9455059 A 19940818 AU 9455059 A 19940211 199435
 PN- CA 2115611 A 19940816 CA 2115611 A 19940214 199439
 PN- ZA 9400983 A 19941026 ZA 94983 A 19940214 199444
 PN- US 5398804 A 19950321 US 94190483 A 19940202 199517
 PN- EP 611712 A3 19940831 EP 94101956 A 19940209 199531
 PN- AU 667153 B 19960307 AU 9455059 A 19940211 1996171
 AN- <LOCAL> DE 4323127 A 19930710; EP 94101956 A 19940209; AU 9455059 A 19940211; CA 2115611 A 19940214; ZA 94983 A 19940214; US 94190483 A 19940202; EP 94101956 A 19940209; AU 9455059 A 19940211|
 AN- <PR> DE 4304404 A 199302151
 CT- DE 2228348; EP 141334; FR 2081131; GB 14421271
 FD- DE 4323127 A1 B65G-023/23
 FD- EP 611712 A2 B65G-023/23
 <DS> (Regional): AT BE CH DE DK ES FR GB GR IE IT LI LU MC NL PT SE
 FD- ZA 9400983 A B65G-000/00
 FD- US 5398804 A B65G-035/00
 FD- AU 667153 B B65G-023/23 Previous Publ. patent AU 9455059
 FD- AU 9455059 A B65G-023/23
 FD- CA 2115611 A B65G-015/08
 FD- EP 611712 A3 B65G-023/231
 LA- DE 4323127(10); EP 611712(G<PG> 13); ZA 9400983(27); US 5398804(10)|
 DS- <REGIONAL> AT; BE; CH; DE; DK; ES; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE1
 AB- <BASIC> DE 4323127 A

The conveyor has supporting frame with its vertical posts (6) and horizontal bars (7) and guidance channels (10,11) along both sides for the upper and lower strands (20,21) of the belt. The stators (12) of the linear motor are spaced apart along the outside (13) of each channel.

A longitudinal channel (14) on the inside accepts the supporting beam (16) of a guide (15) which is joined to the lateral edges (18,19) of the two strands with recesses into which the magnets (23) are fitted.

ADVANTAGE - Can **negotiate** sharp curves without thumping of belt on supporting rollers, and durability is guaranteed.

Dwg.2/71

AB- <US> US 5398804 A

The conveyor belt appts. comprises a belt band having upper and lower belts guided on support frames and around deflection rollers, and is driven by a linear motor drive system arranged along the belt band. Several upper and lower guide ducts run **bilaterally** in a longitudinal direction, and each guide duct has an inner and an outer side. The outer side faces way from the belt band, and several stators are arranged at intervals on the outer sides of each upper guide duct. A recess is formed in the longitudinal direction along the inner side of each guide duct.

Several guides within each recess abut each guide duct, and a carrying spar extends from each guide for connecting with two side edges of the upper and lower belts respectively. Magnets are supported by the carrying spars for interaction with the stators.

ADVANTAGE - E.g. to be used mostly above ground and operating with any desired length. Can be operated without belt band rollers so that no tumbling action can take effect upon band. Long service life, and quieter, more uniform and safer operation.

Dwg.2/71

DE- <TITLE TERMS> CURVE; BELT; CONVEYOR; LINEAR; MOTOR; MOVE; MAGNET; EDGE; BELT; LAY; GUIDE; PREDETERMINED; CURVE; ACCORD; REQUIRE; UPPER; LOWER; STRAND1

DC- Q35; X251

IC- <MAIN> B65G-015/08; B65G-023/23; B65G-035/001

IC- <ADDITIONAL> B65G-015/30; B65G-015/60; B65G-021/16; B65G-021/22; B65G-023/14; B65G-023/32; B65G-039/201

MC- <EPI> X25-F01|
 FS- EPI; EngPI||

14/4/23 (Item 23 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- *Image available*

AA- 1988-300937/198843|

XR- <XRPX> N88-228413|

TI- Staircase **negotiating** mechanism for wheel chairs - has wheels rocking on separate parallel shafts with common drive and eccentric coupling to hub disc|

PA- HAAS & ALBER HAUSTECHNIK & APP GMBH (HAAS-N); HAAS & ALBER HAUST (HAAS-N)|

AU- <INVENTORS> ALBER U|

NC- 014|

NP- 008|

PN- EP 287857 A 19881026 EP 88105074 A 19880329 198843 B|

PN- DE 3713564 A 19881110 DE 3713564 A 19870423 198846

PN- AU 8814637 A 19881027 198851

PN- DE 3713564 C 19890524 198921

PN- EP 287857 B 19910529 199122

PN- ES 2022506 B 19911201 199202

PN- CA 1313891 C 19930223 CA 564925 A 19880422 199313

PN- US 5263547 A 19931123 US 88176025 A 19880330 199348|

AN- <LOCAL> EP 88105074 A 19880329; DE 3713564 A 19870423; CA 564925 A 19880422; US 88176025 A 19880330|

AN- <PR> DE 3713564 A 19870423|

CT- A3...8912; No-SR.Pub; US 4119163; WO 8404451; WO 8600587|

FD- EP 287857 A
<DS> (Regional): AT BE CH ES FR GB IT LI NL SE

FD- DE 3713564 A

FD- EP 287857 B
<DS> (Regional): AT BE CH ES FR GB IT LI NL SE

FD- US 5263547 A B62B-005/02

FD- CA 1313891 C B62B-005/02|

LA- EP 287857(G<PG> 15); DE 3713564(13); US 5263547(15)|

DS- <REGIONAL> AT; BE; CH; ES; FR; GB; IT; LI; NL; SE|

AB- <BASIC> EP 287857 A

An electric motor drives a wheelchair (10) staircase **negotiating** mechanism. The wheelchair undercarriage (16) has a pair of spaced wheels (17a,17b) on each side, rocking on the undercarriage on shafts (20a,20b) parallel to their axes (19a,19b).

The shafts are spaced but with a common drive, and are eccentrically coupled to hub discs, on which rims on the wheels rotate concentrically. Pref. the shaft spacing is double that of the ring axes from the associated shaft.

ADVANTAGE - Compact design, improved climbing, and efficient braking.

1/10|

AB- <EP> EP 287857 B

An electric motor-driven stair-climbing device, such as for invalids' wheel chairs (10) comprising a chassis (16) with a pair of running wheels (17a, 17b) arranged at each side at a distance from one another, the two running wheels (17a, 17b) each being mounted pivotably relative to the chassis (16) around a shaft (20a, 20b) which extends parallel to its central axis (19a, 19b) characterised in that the two running wheels (17a, 17b) of the running wheel pair are pivotable around separate but mutually driven shafts (20a, 20b) which are a distance apart, in which respect the driveshafts (20a, 20b) are each

eccentrically connected to a hub disc (26a, 26b) onto which a running rim (30a, 30b) of the running wheel (17a, 17b) is concentrically and rotatably mounted.

(17pp)

AB- <US> US 5263547 A

A stair climbing device, such as a wheelchair for handicapped comprises a frame having **two sides**, two wheel pairs each arranged on a respective one of the sides of the frame. Each of the wheel pairs have two wheels each provided with a rim and a centre axis.

There are two drive shafts provided for each wheel pair, the drive shafts extending parallel to one another and to the centre axis and being driven jointly, the wheels of each of the wheel pairs being turnable relative to the frame about the drive shafts. Each of the drive shafts are provided with a hub disc with which it is eccentrically connected, the rim of each of the wheels being concentrically and rotatably supported on a respective one of the hub discs.

ADVANTAGE- Has small structural form and can provide a high climbing efficiency with motor efficiency remaining the same, so that it is also suitable for wheelchairs for handicapped individuals.

Dwg.1/10|

DE- <TITLE TERMS> STAIR; NEGOTIATE ; MECHANISM; WHEEL; CHAIR; WHEEL; ROCK; SEPARATE; PARALLEL; SHAFT; COMMON; DRIVE; ECCENTRIC; COUPLE; HUB; DISC|

DC- P33; Q22|

IC- <MAIN> B62B-005/02|

IC- <ADDITIONAL> A61G-005/04; A61G-007/10; B62B-009/02|

FS- EngPI||

14/4/24 (Item 24 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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AA- 1984-153440/198425|

XR- <XRPX> N84-113947|

TI- Road negotiable vehicle mounted crane lattice jib - has chord bars with mutually adjustable spacing, and hinged diagonal and vertical bars|

PA- GOTTWALD GMBH (GOTT-N); MANNESMANN AG (MANS)|

AU- <INVENTORS> OTTO G|

NC- 001|

NP- 002|

PN- DE 3246217 A 19840614 DE 3246217 A 19821214 198425 B|

PN- DE 3246217 C2 19930211 DE 3246217 A 19821214 199306|

AN- <LOCAL> DE 3246217 A 19821214; DE 3246217 A 19821214|

AN- <PR> DE 3246217 A 19821214|

FD- DE 3246217 A

FD- DE 3246217 C2 B66C-023/64|

LA- DE 3246217(10); DE 3246217(5)|

AB- <BASIC> DE 3246217 A

The girder pole for a jib crane, esp. on a vehicle, has corner or chord bars (2,3) aligned on its longitudinal edges. These bars are interconnected, with shear-resistant effect, and have at least one flat side. They are located so that their position is mutually variable.

The bars may have both diagonal and vertical bars (8,9), flexibly connected to them, on **two sides** of the angular, box-shaped jib. The vertical bars can be connected with a batten pref. located between the stops on one side of the chord bars. The size can be reduced for road transport.

3/7|

AB- <DE> DE 3246217 C

The lattice boom has strut-linked chord members along the flat side with. The struts are composed of vertical and parallel diagonal struts on the two opposing sides of the boom so as to form fixed triangles in

service.|
DE- <TITLE TERMS> ROAD; NEGOTIATE ; VEHICLE; MOUNT; CRANE; LATTICE; JIB;
CHORD; BAR; MUTUAL; ADJUST; SPACE; HINGE; DIAGONAL; VERTICAL; BARI
DC- Q38; Q42|
IC- <MAIN> B66C-023/64|
IC- <ADDITIONAL> B66C-023/68; E02F-009/14|
FS- EngPI||

14/4/25 (Item 25 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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AA- 1983-795784/198343|
XR- <XRPX> N83-187975|
TI- Variable width tracked vehicle - has servo drive with telescopic axle
supports|
PA- KERNFORSCHUNGSANLAGE JUELICH (KERJ)|
AU- <INVENTORS> BLOCHER H J; KOHLER W; WEISS E|
NC- 001|
NP- 001|
PN- DE 3153007 A 19831020 198343 B|
AN- <PR> DE 3153007 A 19811125; DE 3146662 A 19811125|
FD- DE 3153007 A |
LA- DE 3153007(10)|
AB- <BASIC> DE 3153007 A

The rigid axle tube (105) linking the **two sides** of the tracked vehicle has telescopic sections (115,116) sliding out of the open ends and fitted with the wheel supports and/or track motors. The extension of the track width is controlled by levers (110) linked to a central, servo driven cam (108).

The track control enables the vehicle to have a stable wide track for normal travel and a narrow width to **negotiate** stairways etc. This makes it suitable for remote control vehicles.

3/4|

DE- <TITLE TERMS> VARIABLE; WIDTH; TRACK; VEHICLE; SERVO; DRIVE; TELESCOPE;
AXLE; SUPPORT|
DC- Q22|
IC- <ADDITIONAL> B62D-055/00|
FS- EngPI||
?

Search Report from Ginger D. Roberts

?show files;ds
File 348:EUROPEAN PATENTS 1978-2002/Nov W03
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File 349:PCT FULLTEXT 1979-2002/UB=20021121,UT=20021114
(c) 2002 WIPO/Univentio

Set	Items	Description
S1	10058	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST()PARTY OR - BIDDER? ? OR BARTERER? ?
S2	133656	SELLER? ? OR SECOND()PARTY OR VENDOR? OR RETAILER? OR WHOLESALE SELLER? OR DISTRIBUTOR? OR SUPPLIER? OR MERCHANT? OR MERCHANDISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELLER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	28824	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDE DED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	28824	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDE DED OR SIDES)
S7	1046	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI()) (PARTY OR PERSON)
S8	210	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	5751	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BAR- TER? ? OR BARGAINING
S10	0	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	899135	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHAN- G? OR DYNAMIC? OR FLEXIBLE?
S12	653	(S6 OR S7 OR S8 OR S10) AND S9
S13	586	S11 AND S12
S14	67	S12 NOT S13
S15	131	(S6 OR S7 OR S8 OR S10)(S)S9
S16	21	S11(S)S15

?t16/5,k/all

16/5,K/1 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00949229

**METHOD AND SYSTEM FOR FACILITATING COMMUNICATION
PROCÉDÉ ET SYSTÈME DESTINÉS À FACILITER LA COMMUNICATION**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200282784 A2 20021017 (WO 0282784)

Search Report from Ginger D. Roots

Application: WO 2002US10918 20020405 (PCT/WO US0210918)
Priority Application: US 2001829512 20010409; US 2001829784 20010409; US
2001829538 20010409; US 2001829516 20010409; US 2001829515 20010409; US
2001866373 20010525; US 2001344299 20011228; US 200294470 20020308; US
200296261 20020312

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04M

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 48790

English Abstract

Mediation system and devices and methods as disclosed herein are capable of performing a method for facilitating communication. One described embodiment of communicating includes method for facilitating mediated communication is described, the method includes receiving a communication request, determining a context associated with the communication request in response to receiving the communication request, and preparing contextual decision information in response to determining the context. Another embodiment of communicating includes facilitating data-based communication between a mediation subscriber communication device and a mediation system for performing a decision operation with a mediation subscriber, and facilitating voice-based communication for performing a mediated follow-through operation associated with a mediated party. Additional embodiments of facilitating communications between users are described.

French Abstract

Cette invention concerne un systeme, des dispositifs et des procedes de mediation destines a faciliter des communications. Selon un mode de realisation, le procede consiste a : recevoir une demande de communication ; determiner un contexte en rapport avec la communication en reponse a ladite demande ; et etablir des informations decisionnelles en fonction du contexte determine. Selon un autre mode de realisation, il s'agit de faciliter la communication de donnees entre un dispositif de communication d'abonne a mediation et un systeme de mediation s'acquittant d'une prise de decision avec l'abonne par mediation ainsi que la communication vocale pour l'execution d'une operation de suite par mediation avec un partie mediee. Sont egalement presentes d'autres modes de realisation destines a faciliter les communications entre utilisateurs.

Legal Status (Type, Date, Text)

Publication 20021017 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Detailed Description

Detailed Description

... The methods disclosed herein negotiate with mediated parties with the ultimate goal of connecting the **two parties**. Connecting the **two**

parties may be via a scheduled telephone call or a mediated service commitment such as a taxi reservation. The objective of the mediation system is to continually and **dynamically** act on the behalf of the mediation subscriber when the mediation subscriber cannot personally participate in a **dynamic**, personal and time-consuming manner. To this end, one aspect is the ability

16/5,K/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00943630 **Image available**

NEGOTIATING PLATFORM

PLATE-FORME DE NEGOCIATION

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200277759 A2 20021003 (WO 0277759)

Application: WO 2002US8293 20020320 (PCT/WO US0208293)

Priority Application: US 2001276952 20010320; US 2001279422 20010329; US
2001287004 20010430; US 2001305073 20010716; US 2001327291 20011009

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 91315

English Abstract

A platform for supporting negotiation between parties to achieve an outcome, the platform comprising: a party goal program unit for: defining respective party's goal programs in respect of said outcome, said goal program comprising a plurality of objective functions and constraints

associated with respective objective functions, for associating each of said objective functions with one of a plurality of levels of importance, and for assigning to objective functions within each level a respective importance weighting, said party goal program unit comprising a party input unit for allowing a party to provide data for a respective goal program, a goal program unifier, associated with said party goal program unit for receiving goal programs of respective parties, and carrying out unification of said goal programs by considering said objective functions objectivewise and levelwise with associated constraints in the respective goal programs to determine whether two goal programs have a common field of interest form which a mutually compatible outcome is derivable, a negotiator associated with said goal program unifier for receiving goal programs of respective parties, and carrying out negotiations using said goal programs by considering said objective functions objectivewise and levelwise with associated constraints in the respective goal programs to arrive at said mutually compatible outcome by carrying out minimization firstly objectivewise and then levelwise, therewith to form an offer, an output unit for offering said unified goal program to aid respective parties, and a response receiver for receiving from respective parties either counter offers or acceptance, said response receiver being operable to provide counter offers a new goal programs to said goal program negotiator for further unification.

French Abstract

L'invention concerne une plate-forme servant a supporter une negociation entre des parties afin d'aboutir a un resultat. Cette plate-forme comprend une unite de programmes d'objectifs de parties qui definit des programmes d'objectifs respectifs a chaque partie par rapport audit resultat, un programme d'objectifs comprenant une pluralite de fonctions d'objectifs et de contraintes associees aux fonctions d'objectifs respectives, en associant un certain niveau d'importance a chacune desdites fonctions d'objectifs et en affectant a ces fonctions d'objectifs une ponderation d'importance respective a l'interieur de chaque niveau. Cette unite de programmes d'objectifs de parties comprend une unite d'entree de partie permettant a une partie de fournir des donnees relatives a un programme d'objectifs respectif, un unificateur de programmes d'objectifs associe a ladite unite de programmes d'objectifs de parties et conçu pour recevoir des programmes d'objectifs de parties respectives puis unifier lesdits programmes d'objectifs en tenant compte des fonctions d'objectifs, selon l'objectif et le niveau d'importance, ainsi que des contraintes associees definiées dans chaque programme d'objectifs, de maniere a determiner si deux programmes d'objectifs presentent un champ d'interet commun duquel un resultat mutuellement compatible peut etre derive. Ladite unite de programmes d'objectifs de parties comprend egalement un negociateur associe a l'unificateur de programmes d'objectifs destine a recevoir des programmes d'objectifs de parties respectives, a mettre en oeuvre des negociations a l'aide de ces programmes d'objectifs en tenant compte des fonctions d'objectifs, selon l'objectif et le niveau d'importance, et des contraintes associees definiées dans chaque programme d'objectifs, de maniere a aboutir audit resultat mutuellement compatible par minimisation d'abord du point de vue de l'objectif puis en fonction du niveau d'importance, afin d'établir une offre. Cette unite de programmes d'objectifs comporte enfin une unite de sortie, concue pour proposer aux parties respectives ledit programme d'objectifs unifie, et un recepteur de reponse destine a recevoir des parties respectives soit des contre-offres soit des acceptations, ledit recepteur de reponse etant capable de fournir des contre-offres, en tant que nouveaux programmes d'objectifs, au negociateur de programmes d'objectifs en vue d'une unification ultérieure.

Legal Status (Type, Date, Text)

Publication 20021003 A2 Without international search report and to be

republished upon receipt of that report.

Fulltext Availability:

Claims

Claim

According to a first aspect of the present invention there is provided a T-1, ifflili-irm, fnr qmllnn@ff vtmy nt- pt-I nSet na-j@e@ +@ @-@

,%+rt

-@-@ 4...

...yg@ak ianA c;Ae-.A @14@,.9,
a complex single sided objective,
a simple two sided objective,
complex two sided objective,
simple fiffst side-complex second side objective,
sh-pple two - sided objective with an hidifferent range,
a complex two sided objective with an indifferent. range. and
a simple first side-complex second side simple objective...riegotiator
being operable to use said series of variables including said trade-off
path to **negotiate** an outcome in respect of said at least one objective
with other objectives, thereby to...into a continuous domain, to carry
out minimization in light of goal program objectives of said **two**
parties in said continuous domain, and to trans.Corm the minimization
results back to discrete values...

...operable to set user determined delays. Preferably, at least one of said
objectives comprises a **dynamic** variable. Preferably, at least some of
said constraints are associated with4dynamically changing variables.
According to...a single solution that includes both optimal solutions
within the common l-gotind Of the **two parties**. If such a single
solution exists then passing of the goal programs to the negotiator...

...78, which n3ay be called by agreement between both (or all) parties upon
failure to **negotiate** a given level during the negotiations. The
mediation unit 78 retains agreed ob@jeefives of...an offer to the parties
in the event that the parties do not wish to **negotiate**. The form offer
unit works by assigning to each of the goal programs a weighting...
...a continuous domain, to carry out minimization in light of goal program
objectives of the **two parties**. As discussed above, the discrete
variables are evaluated in a continuous domain, mid the minimization...
invention, one or more of the ol@-jectives in the goal program can be a.
dynamic variable, That is to say a particular objective may relate to
some kind of changing...

...54

As well as the objectives themselves, some of the constraints may be
associated wit **dynamically** cbanging variables. The unifier has been
discussed above as providing the facility of finding a...in the GP of
either the buyer or the seller) we let the parties continue **negotiate** .
If such failures repeat themselves we can still iTy to resolve the
situation through the mechanism level (for exawple@, **switching** into an
Tgnorant mode). This will be defined in the Mechanism document.
Compilation of Date...interpersonal or inter
organizational negotiations. We cover:

a I -N negotiations (auctions and reverse auctions)

0 1 -I (hurrian-like) negotiations

0 Profiles for 1 -1 negotiations

We categorize the handling of intentions into the following logical

layers:

Building intentions...

...for markets characterized by a single agent (e.g., seller, buyer, barmr) operating against **multiple** agents (e.g., **buyers . sellers , barterers**) where the goal is to maximize the single agent's revenue from the deal...the deal according to his function (this provides a uniform treatment for auctions, reverse auctions, **bartering** auctions etc.). In such a case, it is important to first reveal the value function go... the deal d. In case of disagreement, the winner and the auctioneer need to further **negotiate** on this deal in a one-to-one fashion or offline.

Remark@:

1) In the...we made before, once deals are multi-dimensional, the word "auction" stands for reverse auction, **bartering** auction etc. as well as for the usual auction,

212

The Rules of the English...

...other decision data). In case of disagreement, the winner and the seller need to further **negotiate** on this deal in a 1 -1 fashion or offline, To implement the English Auction...

16/5,K/3 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00882982 **Image available**

**ADAPTIVE COLLABORATIVE INTELLIGENT NETWORK SYSTEM
SYSTEME DE RESEAU ADAPTATIF COLLABORANT ET INTELLIGENT**

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200217106 A1 20020228 (WO 0217106)

Application: WO 2001US41871 20010823 (PCT/WO US0141871)

Priority Application: US 2000648299 20000824

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-015/16

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10223

English Abstract

System and method for facilitating exchange on a computer network, such

as the Internet. The system provides one or more context trees (11), with each tree (11) including two or more connected nodes (17), each node (17) being associated with one or more node objects (19). Associated with each node (17) is a blackboard for receiving and making available for reading, messages concerning the node object, a knowledge base containing information, facts, constraints and/or rules ("Rules") concerning the node object, and an inference engine providing at least one logical rule that can be used to infer a logical conclusion based on at least one Rule in the knowledge base. A tree (11) has a collection of at least two mobile intelligent agents (13) that are configured to facilitate exchange of information on a node object, between two agents or between a node and an agent (13). An agent (13) may migrate from a first node to a second node connected to the first node. An agent, by subscribing to the Rule of a node, is permitted to post a message on, and to read a message posted on, a blackboard for the subscribed node. The collection of agents has at least one tree agent that has knowledge of nodes that are directly connected to each node in the tree.

French Abstract

L'invention porte sur un systeme et un procede facilitant les echanges sur un reseau informatise tel qu'Internet. Ledit systeme comporte un ou plusieurs arbres de contextes (11) comportant chacun deux noeuds (17) ou plus: Chacun des noeuds est associe: a un ou plusieurs objets (19) nodaux; a un tableau noir permettant de recevoir et de rendre accessibles en vue de leur lecture des messages concernant les objets nodaux; a une base de connaissance contenant des informations, des faits, des contraintes et/ou des "Regles" concernant les objets nodaux; et a un moteur d'inference fournissant au moins une regle logique pouvant servir a inferer une conclusion logique en fonction d'une regle au moins de la base de connaissance. Un arbre (11) comporte une collection d'au moins deux agents (13) mobiles intelligents configures pour faciliter l'echange d'informations sur un objet nodal, entre deux agents ou entre un noeud et un agent (13). Un agent (13) peut migrer d'un premier noeud a un deuxième noeud relie au premier. Un agent (13) en souscrivant a une Regle d'un noeud recoit l'autorisation d'expedier un message vers, ou de lire un message affiche sur, le tableau noir d'un noeud d'abonne. La collection d'agents presente au moins un agent d'arbre ayant connaissance des noeuds directement relies a chacun des noeuds de l'arbre.

Legal Status (Type, Date, Text)

Publication 20020228 A1 With international search report.

Publication 20020228 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Fulltext Availability:

Detailed Description

Detailed Description

... system based on the Awit Space reference architecture. Awit Spaces are used to implement a **dynamic** e-commerce environment adaptive to constantly changing real life trading conditions and configurations. The system: (a) automates buying and selling of products and solutions in a **multiple buyer / multiple seller** environment using intelligent agents (Awits); (b) enables infrastructure vendors to provide e-commerce based solutions...to reflect real-life trading conditions and configurations; (f) enables buyers to automate buying and **negotiating** products and solutions that best meet buyers' needs across enterprise-portals and net-markets; and (g) provides **dynamic** discovery and composition of solutions by aggregating multiple partners to buy or sell a solution...

16/5,K/4 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00826119 **Image available**

**DATA PROCESSING SYSTEM FOR CONDUCTING A MODIFIED ON-LINE AUCTION
SYSTEME DE TRAITEMENT DE DONNEES UTILE POUR REALISER UNE VENTE AUX ENCHERES
EN-LIGNE MODIFIEE**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200159658 A1 20010816 (WO 0159658)

Application: WO 2001US3935 20010207 (PCT/WO US0103935)

Priority Application: US 2000180947 20000208; US 2000545562 20000407

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 17355

English Abstract

A data processing system is disclosed that can conduct a modified auction. A minimum value is determined for an item to be auctioned.

Potential bidders are provided the opportunity to buy the rights to bid on the item (210). When the total proceeds from selling the rights to bid on the item become equal or greater than the minimum value for the item, an auction is performed for the item. In one embodiment, only those entities that purchased the rights to bid may participate in the auction, and the auction is designed to prevent the auction price from becoming too high.

French Abstract

On decrit un systeme de traitement de donnees qui peut etre utilise pour mener une vente aux encheres modifiee. Une valeur minimale est determinee pour un article devant etre mis aux encheres. Des offrants potentiels se voient donner la possibilite d'acheter les droits pour offrir un prix pour l'article (210). Lorsque la totalite des sommes dues pour vendre les droits afin de mettre un prix sur l'article devient superieure ou egale a la valeur minimale de l'article, une mise aux encheres est realisee pour l'article. Dans une forme de realisation, seules les entites ayant achete les droits pour mettre un prix peuvent participer a la vente aux encheres, cette derniere etant prevue pour empêcher le prix aux encheres de devenir trop eleve.

Legal Status (Type, Date, Text)

Publication 20010816 A1 With international search report.

Examination 20011206 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:
Claims

Claim

... a group of interested buyers to a seller and, based on the number of buyers, **negotiates** a discount. Priceline can be thought of a reverse auction. Consumers individually make offers to...

...real time to various sellers to try to make a match. The consumer must be **flexible** with brand preference, and must offer a reasonable price. Priceline claims to be able to...

16/5,K/5 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00821345 **Image available**

**MULTI-PARTY ELECTRONIC TRANSACTIONS
TRANSACTIONS ELECTRONIQUES ENTRE PLUSIEURS PARTIES**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200154476 A2 20010802 (WO 0154476)

Application: WO 2001US2518 20010125 (PCT/WO US0102518)

Priority Application: US 2000178484 20000127; US 2000575088 20000519

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DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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Detailed Description

Claims

Fulltext Word Count: 15835

English Abstract

French Abstract

Legal Status (Type, Date, Text)

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Correction 20010907 Corrected version of Pamphlet front pages: published figure deleted

Republication 20010907 A2 With declaration under Article 17(2)(a); without classification and without abstract; title not checked by the International Searching Authority.

Fulltext Availability:
Detailed Description

Detailed Description
... involved in completing the transaction.

In general, present electronic commerce models do not allow the **flexible** aggregation of component goods or services, or offers for such goods or services, into a **multi - party** transaction that can be finalized or closed collectively rather than serially. More particularly, in existing ...

...party requiring or desiring several goods or services generally has no alternative but to separately **negotiate** and conduct the separate exchanges.

Therefore, in one embodiment of the invention a framework or...

16/5,K/6 (Item 6 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00814140

A METHOD FOR A VIRTUAL TRADE FINANCIAL FRAMEWORK
PROCEDE DESTINE A UN SCHEMA FINANCIER DE COMMERCE VIRTUEL

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200146846 A2 20010628 (WO 0146846)
Application: WO 2000US35429 20001222 (PCT/WO US0035429)
Priority Application: US 99470030 19991222; US 99470041 19991222; US
99470044 19991222

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ
VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 106212

English Abstract

French Abstract

L'invention concerne un systeme, un procede et un article de fabrication destines a fournir un schema financier de commerce virtuel. Premierement, un accord est etabli entre un acheteur et un vendeur pour des raisons de commerce. Puis, les documents de mise au point et de paiement sont recus via un reseau. Des documents complementaires sont egalement recus, tel qu'un certificat d'assurance, un certificat d'inspection, un certificat d'origine, une facture/declaration, une facture du conseiller, des declarations de sanction et de boycott, une liste de stationnement, une liste du poids, un rapport d'essai de laboratoire, et/ou un certificat de beneficiaire. Par la suite, les documents complementaires sont envoyes a une banque pour etre verifies. Au cours de l'operation, l'acheteur accede aux documents via la banque.

Legal Status (Type, Date, Text)

Publication 20010628 A2 Without international search report and to be republished upon receipt of that report.

Examination 20011025 Request for preliminary examination prior to end of 19th month from priority date

Declaration 20020110 Late publication under Article 17.2a

Republication 20020110 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Fulltext Availability:

Detailed Description

Detailed Description

... for affording credit rating and reporting utilizing a network. In operation 6302, transactions between a **plurality** of **buyers** and **sellers** are facilitated by offering a plurality of services. Such services may include allowing the buyers and the sellers to **negotiate** terms of the - 47 transactions via a site on a network, exchanging forms indicating the...

...operation 6308, the identity of the buyers and the sellers may be authenticated utilizing the **network**, which allows the **buyers** and the **sellers** to access to the history of other buyers and sellers in operation 6310.

In one...Load this data into the appropriate Test Execution tools
Automate the test

Such tools include **dynamic** analyzers and execution logs. The Test Execution platform may differ from the development platform if...

16/5,K/7 (Item 7 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00813567 **Image available**

RATE PROVISIONING METHOD AND SYSTEM FOR AN INTERNET TELEPHONY CLEARINGHOUSE SYSTEM

SYSTEME ET PROCEDE D'APPROVISIONNEMENT EN TARIFS POUR UN SYSTEME DE BUREAU CENTRAL DE TELEPHONIE SUR INTERNET

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200147235 A2 20010628 (WO 0147235)

Application: WO 2000US35069 20001222 (PCT/WO US0035069)

Priority Application: US 99171375 19991222

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04M-015/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 14297

English Abstract

A rate provisioning method and system of the present invention utilizes a rate table with pre-assigned cells that may be used by both IP bandwidth providers (partners) and IP bandwidth customers (retail IP service providers). The rate table enables its users to enter information about their IP Telephony preferences, including pricing criteria. This information can be used by an IP call-routing engine to provide the originating gateway operators with a prioritized list of terminating gateways whose pricing criteria match those set by the originating gateway operators. The rate table of the present invention can be created with an ordinary spreadsheet computer program. After entering information into the pre-assigned cells of the rate table, a rate table can be saved in a file format that preserves the relative locations of the pre-assigned cells of the rate table. One such format is the CSV (comma separated values) format that can be used as a portable representation of the rate table.

French Abstract

L'invention concerne un procede et un systeme d'approvisionnement en tarifs faisant appel a un bareme comprenant des cellules preassignees qui peuvent etre utilisees a la fois par des fournisseurs largeur de bande IP (partenaires) et des clients largeur de bande IP (fournisseurs de services IP au detail). Grace a ce bareme, les utilisateurs peuvent introduire des informations sur leurs preferences en matiere de telephonie IP, y compris des criteres d'establissemement des prix. Ces informations peuvent etre utilisees par un moteur IP d'acheminement des appels afin de fournir aux operateurs de passerelle de depart une liste des passerelles d'arrivee classees par ordre des priorites dont les criteres d'establissemement des prix correspondent aux criteres etablis par les operateurs de passerelle de depart. Le bareme selon l'invention peut etre cree a l'aide d'un tableur classique. Apres avoir introduit des informations dans les cellules preassignees du bareme, un bareme peut etre sauvegarde dans un format fichier qui conserve les emplacements relatifs des cellules preassignees du bareme. Ce format est le format CSV (valeurs separees par virgule) qui peut etre utilise comme une representation portable du bareme.

Legal Status (Type, Date, Text)

Publication 20010628 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:
Detailed Description

Detailed Description

... One way a gateway operator can establish the cost for IP telephony services is by **negotiating** directly with other gateway operators a fee for terminating each other's calls. These gateway operators could identify each other and establish a **bilateral** agreement or a **multilateral** agreement. This approach closely resembles that of the international circuit **switch** telephony network, where providers in each country have established **bilateral** and **multilateral** agreements with each other. A significant hurdle for this routing implementation, however, is the large...

...be negotiated and maintained. For example, should 1,000 local operators decide to interconnect via **bilateral** agreements, 999,000 separate agreements would be necessary. Interconnection through a centralized system, however, would...

16/5,K/8 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00812339

**HIGH THROUGHPUT AND FLEXIBLE DEVICE TO SECURE DATA COMMUNICATION
DISPOSITIF SOUPLE A HAUTE CAPACITE DESTINE A SECURISER LES COMMUNICATIONS
DE DONNEES**

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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Legal Representative:

PELLMANN Hans-Bernd (et al) (agent), Tiedtke-Buhling-Kinne, Bavariaring
4, D-80336 Munich, DE,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200145318 A1 20010621 (WO 0145318)

Application: WO 99EP10026 19991216 (PCT/WO EP9910026)

Priority Application: WO 99EP10026 19991216

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
((OAPI utility model)) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-009/06

International Patent Class: H04L-009/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 5243

English Abstract

The present invention provides a device for securing data communication, said device being part of a system and comprising a dynamically reconfigurable logic array comprising separate blocks for algorithms needed for carrying out an application by the use of said device; a common memory means for storing configuration bitstreams, wherein each of said configuration bitstreams corresponds to a block; a configuration memory means for storing configuration bitstreams currently needed to configure said logic array; and a processing means for controlling a reconfiguration of said logic array and for configuring needed blocks into said logic array by use of said configuration bitstreams, said processing means being capable of communicating with other devices of said system.

French Abstract

La presente invention concerne un dispositif permettant de sécuriser les communications de données, ce dispositif faisant partie d'un système et comprenant un réseau à logique reconfigurable dynamiquement comprenant des blocs séparés pour les algorithmes nécessaires à l'exécution d'une application par l'utilisation dudit dispositif ; un élément mémoire commune destiné à stocker des trains de bits de configuration, chacun de ces trains de bits de configuration correspondant à un bloc ; un élément mémoire de configuration permettant de stocker les trains de bits de configuration nécessaires pour la configuration dudit réseau logique ; et un élément processeur permettant de commander la reconfiguration dudit réseau logique et de configurer les blocs nécessaires dans ledit réseau en utilisant les trains de bits de configuration, ledit élément processeur pouvant communiquer avec les autres dispositifs de ce système.

Legal Status (Type, Date, Text)

Publication 20010621 A1 With international search report.

Examination 20011011 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description
Claims

Detailed Description

... communication for validating information; using a public key encryption for setting up the connection;
10 **negotiating** a private key encryption and a secret key to be used; converting the connection from...

...and

changing said secret key if there is a need, by repeating the steps of **negotiating**, converting, and securing, wherein every step corresponds to an algorithm being contained in a block of a **dynamically** reconfigurable 20 logic array of a device for securing data communication.

Namely, only those blocks...

Claim

... communication for validating information;
using a public key encryption (S43) for setting up the connection;
 negotiating (S44) a private key encryption;
generating a secret key and converting the connection from public...

...corresponds to an algorithm being

contained in a block (21, 22, 23, 24) of a **dynamically** reconfigurable logic array (DR FPGA) of a device for 25 securing data communication, wherein only...

16/5,K/9 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806389

**SCHEDULING AND PLANNING BEFORE AND PROACTIVE MANAGEMENT DURING MAINTENANCE
AND SERVICE IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT**
**PROGRAMMATION ET PLANIFICATION ANTICIPEE, ET GESTION PROACTIVE AU COURS DE
LA MAINTENANCE ET DE L'ENTRETIEN D'UN ENVIRONNEMENT DU TYPE CHAINE
D'APPROVISIONNEMENT RESEAUTEE**

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139082 A2 20010531 (WO 0139082)

Application: WO 2000US32228 20001122 (PCT/WO US0032228)

Priority Application: US 99447625 19991122; US 99444889 19991122

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ

VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/16

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 152479

English Abstract

French Abstract

L'invention concerne un systeme, un procede, et un article manufacture de gestion proactive mis en oeuvre au cours de la maintenance et de l'entretien d'un environnement du type chaine d'approvisionnement reseautee. Les appels telephoniques, les donnees et autres informations multimedia sont routes via un reseau assurant le transfert des informations via Internet au moyen d'informations de routage telephonique et d'informations d'adresse de protocole Internet. Ledit reseau comprend un gestionnaire de seuil proactif qui avertit a l'avance les fournisseurs d'une rupture de contrat imminente. Ledit gestionnaire de seuil proactif envoie une alarme au fournisseur de services lorsque le niveau de service du moment n'atteint plus le niveau de service determine dans le contrat en termes de maintien d'un certain niveau de service.

Legal Status (Type, Date, Text)

Publication 20010531 A2 Without international search report and to be

republished upon receipt of that report.
Examination 20010927 Request for preliminary examination prior to end of 19th month from priority date
Declaration 20020103 Late publication under Article 17.2a
Republication 20020103 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Fulltext Availability:

Detailed Description

Detailed Description

... for response. All or selected messages may be stored to build a customer interaction history.

DYNAMIC RENDERING

Displays content and applications based on profile

Pulls content from multiple data sources: static...

16/5,K/10 (Item 10 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00784139

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR A SELF-DESCRIBING STREAM IN A COMMUNICATION SERVICES PATTERNS ENVIRONMENT
SYSTEME, PROCEDE ET ARTICLE DE FABRICATION DESTINES A UN FLUX D'AUTODESCRIPTEURS DANS UN ENVIRONNEMENT DE MODELES DE SERVICES DE COMMUNICATION

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 1400 Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200116734 A2-A3 20010308 (WO 0116734)

Application: WO 2000US23999 20000831 (PCT/WO US0023999)

Priority Application: US 99387070 19990831

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-009/46

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 150517

English Abstract

A system, method, and article of manufacture are described for providing a self-describing stream-based communication system. Messages are sent

which include data between a sending system and a receiving system. Meta-data is attached to the messages being sent between the sending system and the receiving system. The data of the messages sent from the sending system to the receiving system is translated based on the meta-data. The meta-data includes first and second sections. The first section identifies a type of object associated with the data and a number of attribute descriptors in the data. The second section includes a series of the attribute descriptors defining elements of the data.

French Abstract

L'invention concerne un systeme, un procede et un article de fabrication destines a constituer un systeme de communication a base d'un flux d'autodescripteurs. Des messages comprenant des donnees sont envoyees, entre un systeme expediteur et un systeme recepteur. Des metadonnees sont attaches aux messages en cours d'envoi entre le systeme expediteur et le systeme recepteur. Les donnees des messages envoyees du systeme expediteur au systeme recepteur sont traduites d'apres les metadonnees, lesquelles comprennent des premiere et seconde sections. La premiere section identifie un type d'objet associe aux donnees et un nombre de descripteurs d'attributs presents dans celles-ci. La seconde section comprend une serie de descripteurs d'attributs definissant des elements des donnees.

Legal Status (Type, Date, Text)

Publication 20010308 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010927 Request for preliminary examination prior to end of 19th month from priority date

Search Rpt 20020221 Late publication of international search report
Republication 20020221 A3 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... be programmed to support client context data management

Difficult to do asynch messaging in 3rd **party** Windows 3.x client tools (ex.

PowerBuilder)

Resource Management 2604

A Resource Manager provides for...must be dramatically more responsive to change. They must be more.

In theory... In practice...

- **Flexible** Making it possible to quickly Making it possible to accommodate a
267
satisfy new business...

...Reusable Making it possible to quickly Making it possible to assemble an assemble unique and **dynamic** application at a fraction of the cost solutions from existing because eight of the twelve...possible change (i.e., to anticipate the future). The Business Component Model will be more **flexible** and reusable if it is challenged by scenarios that are likely to take place in...

...weaker. On the other hand,

272

bigger components are generally less cohesive and consequently less **flexible**. For example, assume that the concepts of warehouse and

inventory have been combined into one...

...application needs warehouse information, but not inventory information.

Smaller Business Component tends to be more **flexible**. It's also easier to reuse them in future applications. Unfortunately, smaller components typically result...

16/5,K/11 (Item 11 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00769831 **Image available**

A THIN MULTIMEDIA COMMUNICATION DEVICE AND METHOD
DISPOSITIF DE COMMUNICATION MULTIMEDIA NON PROGRAMMABLE ET PROCEDE
CORRESPONDANT

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1QA, GB, GB (Residence), GB (Nationality), (For all designated states
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Legal Representative:

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South, Oxford OX4 2RU, GB,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200103399 A2-A3 20010111 (WO 0103399)

Application: WO 2000GB2601 20000706 (PCT/WO GB0002601)

Priority Application: US 99142633 19990706

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-029/06

International Patent Class: H04L-012/64; H04M-007/00; G06F-017/60;
H04N-007/173

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 14363

English Abstract

A communication system and method comprises endpoint devices (10, 11), each of which has one or more audio transducers and a touch screen. The devices (10, 11) are connected by a network (12) providing non-dedicated communication paths to servers (14, 15). An application (16, 17) is resident in each of the servers (14, 15) and has the ability to affect the image displayed on at least part of the screen. The server (14, 15)

performs signaling for controlling an audio connection between the devices (10, 11). The touch screen is interactive and is able to initiate the audio connection. The application (16, 17) allows the screen or each screen of devices (10, 11) participating in the audio connection to display the path of consecutive measured positions of a pointer on the screen from one or more of the connected devices (10, 11). The touch screen is able to display an image supplied by a remote server or other apparatus after the audio connection has been initiated.

French Abstract

L'invention concerne un systeme et un procede de communication comprenant des dispositifs (10, 11) d'extremite, comportant chacun un ou plusieurs transducteurs (23-26) audio et un ecran tactile (29, 31). Les dispositifs (10, 11) sont relies par un reseau (12) realisant des voies de communication non specialises aboutissant a des serveurs (14, 15). Une application (16, 17), qui reside sur chacun des serveurs (14, 15), permet d'agir sur l'image affichee sur une partie de l'ecran (29) au moins. Le serveur (14, 15) produit une signalisation pour la commande d'une connexion audio entre les dispositifs (10, 11). L'ecran tactile (29, 31), qui est interactif, est capable de lancer la connexion audio.

L'application (16, 17) permet a l'ecran (29) ou a chaque ecran des dispositifs (10, 11) impliques dans la connexion audio d'afficher le chemin constitue par les positions consecutives mesurees d'un pointeur (30) sur l'ecran (29) a partir d'un ou de plusieurs dispositifs connectes (10, 11). L'ecran (29) peut afficher une image fournie par un serveur hors site ou autre appareil apres lancement de la connexion audio.

Legal Status (Type, Date, Text)

Publication 20010111 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010426 Request for preliminary examination prior to end of 19th month from priority date

Search Rpt 20010525 Late publication of international search report

Republication 20010525 A3 With international search report.

Fulltext Availability:

Claims

Claim

... frame buffer (480 * 640 * 16-bit); Audio interface resembling OSS/Free; Control of audio path **switching** hardware; Control of echo canceller parameters; Sockets (TCP, UDP, Pipes) and TCP/IP stack; Poll for touch screen status changes; read touch screen status and coordinates; Poll for hook **switch** status changes; read hook **switch** status; Control of LCD backlight brightness may be provided; Real time clock (for intervals; absolute...

...processed, rather than as each rectangle is received. The Graphics Viewer concurrently polls the hook **switch** and touch screen for activity, and transmits to the Server indications of any change in touch screen status or coordinates or of hook **switch** status, using the Broadband Phone Protocol. Correct initialisation and normal operation of the Broadband Phone...

...receive a small protocol message (such as to send a repeat of the previous hook **switch** message) every few seconds to test the validity of the connection and keep setting the...

...here does not participate in any end-to-end signalling for telephony, nor does it **negotiate** the payload format for packets or how they are to be routed. These functions are...

...audio packets may be routed directly from one Broadband Phone to another through the packet **switched** network; or they may be sent via a gateway; or they may be sent via the Server. **Multi - party** calls may be implemented using multicast, multiple unicast, or may be mixed, distributed or forwarded...

16/5,K/12 (Item 12 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT
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00769821 **Image available**

A THIN MULTIMEDIA COMMUNICATION DEVICE AND METHOD
DISPOSITIF <= MAIGRE > = MULTIMEDIA DE COMMUNICATION ET PROCEDE
Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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HARTER Andrew Charles, Berry Cottage, 7 West Street, Comberton, Cambridge CB3 7DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

RICHARDSON Tristan John, 21A Grafton Street, Cambridge CB1 1DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

HOLLINGHURST Nicholas John, 6 Dalegarth, Hurst Park Avenue, Cambridge CB4 2AG, GB, GB (Residence), GB (Nationality), (Designated only for: US)

Legal Representative:

ROBINSON John S, Marks & Clerk, Nash Court, Oxford Business Park South, Oxford OX4 2RU, GB

Patent and Priority Information (Country, Number, Date):

Patent: WO 200103389 A1 20010111 (WO 0103389)

Application: WO 2000GB2602 20000706 (PCT/WO GB0002602)

Priority Application: US 99142633 19990706

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-012/64

International Patent Class: H04L-029/06

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 14353

English Abstract

A communication system and method comprises endpoint devices (10, 11), each of which has one or more audio transducers (23-26) and a touch screen (29, 31). The devices (10, 11) are connected by a network (12) providing non-dedicated communication paths to servers (14, 15). An application (16, 17) is resident in each of the servers (14, 15) and has the ability to affect the image displayed on at least part of the screen (29). The server (14, 15) performs signaling for controlling an audio connection between the devices (10, 11). The touch screen (29, 31) is interactive and is able to initiate the audio connection. The application

(16, 17) allows the screen (29) or each screen of devices (10, 11) participating in the audio connection to display the path of consecutive measured positions of a pointer (30) on the screen (29) from one or more of the connected devices (10, 11). The screen (29) is able to display an image supplied by a remote server or other apparatus after the audio connection has been initiated.

French Abstract

La presente invention concerne un systeme de communication et un procede comprenant des dispositifs (10, 11) terminaux, chacun d'entre eux possedant un ou plusieurs transducteurs audio (23-26) et un ecran tactile (29, 31). Ces dispositifs (10, 11) sont connectes par un reseau (12) qui fournit des chemins de communication non specialises vers les serveurs (14, 15). Chacun des serveurs (14, 15) possede une application residante (16, 17) qui peut influencer l'image affichee sur au moins une partie de l'ecran (29). Le serveur (14, 15) effectue le signalement de facon a controler une connexion audio entre les dispositifs (10, 11). L'ecran tactile (29, 31) est interactif et peut lancer la connexion audio. L'application (16, 17) permet a l'ecran (29) ou a chaque ecran des dispositifs (10, 11) participant a la connexion audio d'afficher le chemin des positions consecutives d'un pointeur (30) mesurees sur l'ecran (29) d'un ou de plusieurs dispositifs (10, 11) connectes. L'ecran (29) peut afficher une image fournie par un serveur a distance ou par un autre appareil apres que la connexion audio a ete lancee.

Legal Status (Type, Date, Text)

Publication 20010111 A1 With international search report.

Publication 20010111 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010412 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... frame buffer (480 * 640 * 16-bit); Audio interface resembling OSS/Free; Control of audio path **switching** hardware; Control of echo canceller parameters; Sockets (TCP, UDP, Pipes) and TCP/IP stack; Poll for touch screen status changes; read touch screen status and coordinates; Poll for hook **switch** status changes; read hook **switch** status; Control of LCD backlight brightness may be provided; Real time clock (for intervals; absolute...).

...processed, rather than as each rectangle is received. The Graphics Viewer concurrently polls the hook **switch** and touch screen for activity, and transmits to the Server indications of any change in touch screen status or coordinates or of hook **switch** status, using the Broadband Phone Protocol. Correct initialisation and normal operation of the Broadband Phone...

...receive a small protocol message (such as to send a repeat of the previous hook **switch** message) every few seconds to test the validity of the connection and keep setting the...here does not participate in any end-to-end signalling for telephony, nor does it **negotiate** the payload format for packets or how they are to be routed. These functions are...
...audio packets may be routed directly from one Broadband Phone to another through the packet **switched** network; or they may be sent via a gateway; or they may be sent via the Server. **Multi - party** calls may be implemented using multicast, multiple unicast, or may be mixed, distributed or forwarded...

16/5,K/13 (Item 13 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00769820 **Image available**

A THIN MULTIMEDIA COMMUNICATION DEVICE AND METHOD

PROCEDE ET DISPOSITIF DE COMMUNICATION MULTIMEDIA DU TYPE CLIENT MAIGRE

Patent Applicant/Assignee:

AT & T LABORATORIES CAMBRIDGE LTD, 24a Trumpington Street, Cambridge CB2 1QA, GB, GB (Residence), GB (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

STAFFORD-FRASER James Quentin, 10 Marlborough Court, Cambridge CB3 9BQ, GB, GB (Residence), GB (Nationality), (Designated only for: US)

HARTER Andrew Charles, Berry Cottage, 7 West Street, Comberton, Cambridge CB3 7DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

RICHARDSON Tristan John, 21A Grafton Street, Cambridge CB1 1DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

HOLLINGHURST Nicholas John, 6 Dalegarth, Hurst Park Avenue, Cambridge CB4 2AG, GB, GB (Residence), GB (Nationality), (Designated only for: US)

Legal Representative:

ROBINSON John S, Marks & Clerk, Nash Court, Oxford Business Park South, Oxford OX4 2RU, GB

Patent and Priority Information (Country, Number, Date):

Patent: WO 200103388 A1 20010111 (WO 0103388)

Application: WO 2000GB2587 20000706 (PCT/WO GB0002587)

Priority Application: US 99142633 19990706

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-012/64

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13773

English Abstract

A communication system and method comprises endpoint devices (10, 11), each of which has one or more audio transducers (23-26) and a touch screen (29, 31). The devices (10, 11) are connected by a network (12) providing non-dedicated communication paths to servers (14, 15). An application (16, 17) is resident in each of the servers (14, 15) and has the ability to affect the image displayed on at least part of the screen (29). The server (14, 15) performs signalling for controlling an audio connection between the devices (10, 11). The touch screen (29, 31) is interactive and is able to initiate the audio connection. The application (16, 17) allows the screen (29) or each screen of devices (10, 11) participating in the audio connection to display the path of consecutive measured positions of a pointer (30) on the screen (29) from one or more of the connected devices (10, 11). The screen (29) is able to display an image supplied by a remote server or other apparatus after the audio connection has been initiated.

French Abstract

L'invention concerne un procede et un systeme de communication comprenant des dispositifs d'extremite (10, 11) dotes chacun d'un ou plusieurs transducteurs audio (23-26) et d'un ecran tactile (29, 31). Lesdits dispositifs (10, 11) sont connectes par un reseau (12) fournissant des voies de communication non specialisees aux serveurs (14, 15). Une application (16, 17) reside dans chaque serveur (14, 15) et a la capacite de modifier l'image affichee sur au moins une partie de l'ecran (29). Le serveur (14, 15) assure la signalisation pour la commande d'une connexion audio entre les dispositifs (10, 11). L'ecran tactile (29, 31) est interactif et peut declencher la connexion audio. L'application (16, 17) permet a l'ecran (29) ou a chaque ecran des dispositifs (10, 11) participant a la connexion audio, d'afficher le chemin des positions mesurees consecutives d'un pointeur (30) sur l'ecran (29) a partir d'au moins un dispositif connecte (10, 11). L'ecran (29) est capable d'afficher une image fournie par un serveur eloigne ou un autre appareil une fois la connexion audio declenchee.

Legal Status (Type, Date, Text)

Publication 20010111 A1 With international search report.

Publication 20010111 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010510 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... frame buffer (480 * 640 * 16-bit); Audio interface resembling OSS/Free; Control of audio path **switching** hardware; Control of echo canceller parameters; Sockets (TCP, UDP, Pipes) and TCP/IP stack; Poll for touch screen status changes; read touch screen status and coordinates; Poll for hook **switch** status changes; read hook **switch** status; Control of LCD backlight brightness may be provided; Real time clock (for intervals, absolute...

...processed, rather than as each rectangle is received. The Graphics Viewer concurrently polls the hook **switch** and touch screen for activity, and transmits to the Server indications of any change in touch screen status or coordinates or of hook **switch** status, using the Broadband Phone Protocol. Correct initialisation and normal operation of the Broadband Phone...

...receive a small protocol message (such as to send a repeat of the previous hook **switch** message) every few seconds to test the validity of the connection and keep setting the...

...here does not participate in any end-to-end signalling for telephony, nor does it **negotiate** the payload format for packets or how they are to be routed. These functions are...

...audio packets may be routed directly from one Broadband Phone to another through the packet **switched** network; or they may be sent via a gateway; or they may be sent via the Server. **Multi - party** calls may be implemented using multicast, multiple unicast, or may be mixed, distributed or forwarded...

16/5,K/14 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00769819 **Image available**

A THIN MULTIMEDIA COMMUNICATION DEVICE AND METHOD

DISPOSITIF <= MAIGRE >= MULTIMEDIA DE COMMUNICATION ET PROCEDE

Patent Applicant/Assignee:

AT & T LABORATORIES CAMBRIDGE LTD, 24a Trumpington Street, Cambridge CB2 1QA, GB, GB (Residence), GB (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

STAFFORD-FRASER James Quentin, 10 Marlborough Court, Cambridge CB3 9BQ, GB, GB (Residence), GB (Nationality), (Designated only for: US)

HARTER Andrew Charles, Berry Cottage, 7 West Street, Comberton, Cambridge CB3 7DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

RICHARDSON Tristan John, 21A Grafton Street, Cambridge CB1 1DS, GB, GB (Residence), GB (Nationality), (Designated only for: US)

HOLLINGHURST Nicholas John, 6 Dalegarth, Hurst Park Avenue, Cambridge CB4 2AG, GB, GB (Residence), GB (Nationality), (Designated only for: US)

Legal Representative:

ROBINSON John S, Marks & Clerk, Nash Court, Oxford Business Park South, Oxford OX4 2RU, GB

Patent and Priority Information (Country, Number, Date):

Patent: WO 200103387 A1 20010111 (WO 0103387)

Application: WO 2000GB2583 20000706 (PCT/WO GB0002583)

Priority Application: US 99142633 19990706

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-012/64

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 14082

English Abstract

A communication system and method comprises endpoint devices (10, 11), each of which has one or more audio transducers (23-26) and a touch screen (29, 31). The devices (10, 11) are connected by a network (12) providing non-dedicated communication paths to servers (14, 15). An application (16, 17) is resident in each of the servers (14, 15) and has the ability to affect the image displayed on at least part of the screen (29). The server (14, 15) performs signaling for controlling an audio connection between the devices (10, 11). The touch screen (29, 31) is interactive and is able to initiate the audio connection. The application (16, 17) allows the screen (29) or each screen of devices (10, 11) participating in the audio connection to display the path of consecutive measured positions of a pointer (30) on the screen (29) from one or more of the connected devices (10, 11). The screen (29) is able to display an image supplied by a remote server or other apparatus after the audio connection has been initiated.

French Abstract

La presente invention concerne un systeme de communication et un procede comprenant des dispositifs (10, 11) terminaux, chacun d'entre eux possedant un ou plusieurs transducteurs audio (23-26) et un ecran tactile

(29, 31). Ces dispositifs (10, 11) sont connectes par un reseau (12) qui fournit des chemins de communication non specialises vers les serveurs (14, 15). Chacun des serveurs (14, 15) possede une application residante (16, 17) qui peut influencer l'image affichee sur au moins une partie de l'ecran (29). Le serveur (14, 15) effectue le signalement de facon a controler une connexion audio entre les dispositifs (10, 11). L'ecran tactile (29, 31) est interactif et peut lancer la connexion audio. L'application (16, 17) permet a l'ecran (29) ou a chaque ecran des dispositifs (10, 11) participant a la connexion audio d'afficher le chemin des positions consecutives d'un pointeur (30) mesurees sur l'ecran (29) d'un ou de plusieurs dispositifs (10, 11) connectes. L'ecran (29) peut afficher une image fournie par un serveur a distance ou par un autre appareil apres que la connexion audio a ete lancee.

Legal Status (Type, Date, Text)

Publication 20010111 A1 With international search report.

Publication 20010111 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010503 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... frame buffer (480 * 640 * 16-bit); Audio interface resembling OSS/Free; Control of audio path **switching** hardware; Control of echo canceller parameters; Sockets (TCP, UDP, Pipes) and TCP/IP stack; Poll for touch screen status changes; read touch screen status and coordinates; Poll for hook **switch** status changes; read hook **switch** status; Control of LCD backlight brightness may be provided; Real time clock (for intervals; absolute...

...processed, rather than as each rectangle is received. The Graphics Viewer concurrently polls the hook **switch** and touch screen for activity, and transmits to the Server indications of any change in touch screen status or coordinates or of hook **switch** status, using the Broadband Phone Protocol. Correct initialisation and normal operation of the Broadband Phone...

...receive a small protocol message (such as to send a repeat of the previous hook **switch** message) every few seconds to test the validity of the connection and keep setting the...here does not participate in any end-to-end signalling for telephony, nor does it **negotiate** the payload format for packets or how they are to be routed. These functions are...

...audio packets may be routed directly from one Broadband Phone to another through the packet **switched** network; or they may be sent via a gateway; or they may be sent via the Server. **Multi - party** calls may be implemented using multicast, multiple unicast, or may be mixed, distributed or forwarded...

16/5,K/15 (Item 15 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00766402 **Image available**

SHORT MESSAGE SERVICE SUPPORT OVER A PACKET-SWITCHED TELEPHONY NETWORK

FOURNITURE D'UN SERVICE D'ENVOI DE MESSAGES COURTS SUR UN RESEAU
TELEPHONIQUE A PAQUETS COMMUTES

Patent Applicant/Assignee:

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FI (Nationality), (Designated only for: LC)
NOKIA INC, 6000 Connection Drive, Irving, TX 75039, US, US (Residence),
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VIRTANEN Johannes Jarmo, Porvoonkatu 5-7 E 175, FIN-00510 Helsinki, FI
MIKKONEN Aki Petteri, Ylistorma 4 1 72, FIN-02210 Espoo, FI
KOSKIVIRTA Tero, Haltijatonttie 23 A, FIN-02200 Espoo, FI

Legal Representative:

BRUNDIDGE Carl I, Antonelli, Terry, Stout & Kraus, LLP, Suite 1800, 1300
N. 17th Street, Arlington, VA 22209, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200079813 A1 20001228 (WO 0079813)
Application: WO 2000IB811 20000619 (PCT/WO IB0000811)
Priority Application: US 99337335 19990621

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04Q-007/22

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 18741

English Abstract

According to an embodiment of the present invention, a system is provided that includes a cellular network, a Public Switched Telephone Network (PSTN) and a mobile IP-telephony network (MIPTN). Both the cellular network and the MIPTN include a Home Function and one or more visited Functions. MIPTN subscribers can roam within the MIPTN. Also, a Gateway Function interfaces the PSTN and the MIPTN to allow roaming between the cellular network and the MIPTN. The Gateway Function performs a dynamic mapping function between PSTN/cellular addresses (e.g., in E.164 format) and MIPTN addresses (e.g., IP addresses) to allow registration and call delivery for subscribers roaming between the cellular network and the MIPTN. A similar type of Gateway Function also allows Short Message Service (SMS) messages to be delivered over the MIPTN as well.

French Abstract

Selon une forme de realisation de la presente invention, un systeme comprend un reseau cellulaire, un reseau telephonique public commute (RTPC) et un reseau de telephonie IP mobile (RTIPM). Le reseau cellulaire et le RTIPM comprennent tous les deux une fonction Origine et une ou plusieurs Fonctions visitees. Des abones au RTIPM peuvent circuler dans le RTIPM. Une fonction Passerelle assure la liaison entre le RTPC et le RTIPM pour assurer l'itinerance entre le reseau cellulaire et le RTIPM. La fonction Passerelle assure une fonction de mappage dynamique entre les adresses RTPC/reseau cellulaire (en format E.164 par exemple) et les adresses RTIPM (des adresses IP par exemple) pour enregistrer et remettre des appels destines a des abones qui circulent entre le reseau cellulaire et le RTIPM. Un type similaire de fonction Passerelle permet egalement a des messages de service d'envoi de messages courts (SEMC)

d'etre remis aussi sur le RTIPM.

Legal Status (Type, Date, Text)

Publication 20001228 A1 With international search report.

Examination 20010315 Request for preliminary examination prior to end of
19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... the

calling entity need not receive the VF -TA. During call setup, the parties could **negotiate** the Visited Function address for transporting the IP-telephony call media (RTP -TA) if separate...

...the IP-telephony call media (i.e., packetized voice) should be sent directly between the **two parties** (the IP-telephony media is not routed through the MIPTN Home Function), Fig. 10 is...204 stores a static correspondence between each subscriber's IMSI and MSISDN, and stores a **dynamic** correspondence between the subscriber's IMSI and the subscriber's updated location (the latter obtained...).

16/5,K/16 (Item 16 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00730864 **Image available**

METHODS AND APPARATUS FOR BROKERING TRANSACTIONS

PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL

Patent Applicant/Assignee:

NEXTAG COM INCORPORATED, One St. Francis Place, #4708, San Francisco, CA 94107, US, US (Residence), US (Nationality)

Inventor(s):

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SCHMIDT Franklin Richard, 2655 43rd Avenue, San Francisco, CA 94116, US

ORTIZ Rafael Gustavo, P.O. Box 525, La Honda, CA 94020, US

Legal Representative:

VILLENEUVE Joseph M, Beyer & Weaver, LLP, P.O. Box 61059, Palo Alto, CA 94306, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043851 A2 20000727 (WO 0043851)

Application: WO 2000US1523 20000120 (PCT/WO US0001523)

Priority Application: US 99117118 19990125; US 99265511 19990309

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 24291

English Abstract

Methods and apparatus are described for facilitating a transaction between a buyer and one of a plurality of sellers via the Internet. Product information relating to a plurality of products meeting product criteria specified by the buyer is presented via the Internet. One of the plurality of sellers is associated with each of the products. A first bid from the buyer for a first one of the plurality of products is made available via the Internet to a first seller associated with the first product. A first bid response is presented via the Internet to the buyer according to response criteria specified by the first seller. Where the first bid response is an acceptance of the first bid, consummation of the transaction is facilitated. Where the first bid response is a counteroffer, further negotiation via the Internet between the buyer and the first seller is enabled.

French Abstract

La presente invention concerne un procede et un dispositif destine a faciliter les transactions entre un acheteur et un ou plusieurs vendeurs via l'Internet. De l'information sur les produits se rapportant a une pluralite de produits repondant a des criteres de produit specifie par le vendeur est presentee via l'Internet. L'un des vendeurs de la pluralite de vendeurs est associe a chacun des produits. Une premiere offre de l'acheteur pour un premier produit de la pluralite de produit est proposee via l'Internet a un premier vendeur associe au premier produit. Une premiere reponse a l'offre est presentee via l'Internet au vendeur en fonction de criteres de reponse specifiees par le premier vendeur. Si la premiere reponse a l'offre est une acceptation de la premiere offre, l'accomplissement de la transaction est favorise. Si la premiere reponse a l'offre est une surenchere, il est possible de poursuivre la negociation via l'Internet entre l'acheteur et le premier vendeur.

Legal Status (Type, Date, Text)

Publication 20000727 A2 Without international search report and to be republished upon receipt of that report.

Examination 20001012 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... graphical user interface of claim 105 wherein the plurality of bids comprises bids from the **plurality of buyers** to the **seller**. 107. The graphical user interface of claim 106 wherein the plurality of bids comprises bids from the **plurality of buyers** to other **sellers**. 108. The graphical user interface of claim 105 wherein the market information comprises demand data...

...specified by the buyer, the shopping list having objects therein for enabling the buyer to **negotiate** with any of a plurality of sellers for selected ones of the plurality of products...

...list 2 0 associated with the buyer, the shopping list enabling the buyer to subsequently **negotiate** with selected ones of the plurality of sellers for selected ones of the plurality of...on a transaction site on a network, comprising:

compiling transaction data for transactions between a **plurality of buyers** and **sellers** via the transaction site relating to at least one product; determining at least one option...

...via a transaction site on a network, comprising:
making a plurality of bids from the **plurality of buyers** available to
the **seller**
via the network; and
automatically responding to selected ones of the plurality of bids via...
metric indicates how many of the number of bids were honored by the
buyer.
2 0 15 1 . The method of claim 146 wherein the metric may be employed
in
conjunction with response...

...a buyer and a seller via
a network, the method comprising:
enabling the buyer to **negotiate** substantially simultaneously with the
seller for
a plurality products via the network; and
when an...

...shopping list
is@
associated with the buyer, the shopping list enabling the buyer to
subsequently **negotiate** with the seller for selected ones of the
plurality of products for which the product...

16/5,K/17 (Item 17 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00488469 **Image available**

SYSTEMS, METHODS AND COMPUTER PROGRAM PRODUCTS FOR ELECTRONIC TRADING OF FINANCIAL INSTRUMENTS
SYSTEMES, METHODES ET PROGRAMMES INFORMATIQUES DESTINES A LA NEGOCIATION ELECTRONIQUE D'INSTRUMENTS FINANCIERS

Patent Applicant/Assignee:

DERIVATIVES NET INC,
MAY R Raymond,

Inventor(s):

MAY R Raymond,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9919821 A1 19990422

Application: WO 98US21518 19981013 (PCT/WO US9821518)

Priority Application: US 9762410 19971014

Designated States: AL AM AT AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DE
DK DK EE ES FI FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SK
SL TJ TM TR TT UA UG US UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY
KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 34553

English Abstract

An Internet-protocol based anonymous trading system which enables traders to identify bids and offers which they are eligible to trade based upon a color coded methodology which gives the trader credit preference information about the potential counterparty while still maintaining the anonymity of the potential counterparty. To that end,

each bid or offer is prescreened against all possible counterparties' credit information in the system and each counterparty sees a unique color coded trading interface based upon their particular credit preference combinations and the others in the system. The system then shows all prices in the system, and the color-coding tells the trader which prices he is able to trade, and also shows him the full depth of the market, including those the trader is unable to trade.

French Abstract

Système de négociation anonyme basé sur un protocole Internet, qui permet à des négociateurs d'identifier les soumissions et les offres pour la négociation desquelles ils sont éligibles. Le système est basé sur une méthodologie de codes de couleurs, qui donne au négociateur des informations de préférence de crédit sur les contreparties éventuelles, tout en conservant l'anonymat desdites contreparties. À cet effet, chaque soumission ou offre est préalablement examinée à la recherche de toutes les informations de crédit des contreparties du système, et chaque contrepartie voit une interface de négociation avec un code d'une seule couleur sur la base de ses propres combinaisons de préférences de crédit et de celles des autres participants au système. Le système présente ensuite tous les prix, et le codage par couleurs indique au négociateur quels prix il est capable de négocier et lui montre la totalité du marché, y compris les prix qu'il est incapable de négocier.

Fulltext Availability:

Claims

Claim

... systems and methods for identifying possible counterparties and executing trades for forward rate agreement (FRA) **switches** and other financial products. The present invention further provides the ability for the users to...
...that is available to users, whereby users can use an auction process to trade FRA **switches** with the other counterparties. This form of auction is referred to hereinafter as a **switch** auction. In the auctions, the price is preferably pre-determined by the system prior to...These allow users to limit the messages (i.e., request for price or request for **switch** they receive or view.

Symbology (SY):

This enables users to quickly and easily reference financial...

...SUBSTITUTE SHEET (RULE 26)

Term Negotiation (TN):

This is a method which allows users to **negotiate** non-commercial terms of contract subsequently to a trade. For example, the exchange of bonds...

...credit issues.

Comprehensive Confirmations:

This is a confirmation lay-out in order to fully define **bilateral** contracts across any classes of financial instruments.

Request For (RF)

This is a method to...a Java-based software program, though other suitable program languages can be utilized such as **dynamic** hypertext markup language (DHTML), C + or C + +. As shown in FIG. 1, a trading system...

...be recognized by those skilled in the art that other networks such as the Public **Switch** Telephone Network (PSTN) may be implemented as a network 16. Further, by having multiple networks...includes a trade

mechanism 30, a group server mechanism 32, auction mechanism 34, and a **switch** mechanism 35, all in accordance with the present invention. The trade mechanism 30 includes several...

...module 42 calculates the appropriate commission, generates the confirmation, and sends the confirmation to the **two parties**. The group server mechanism 32 interfaces the trader module 30 with the trader workstations 20...

...trader are detected and forwarded to the trader workstations 20 of the other users.

The **switch** mechanism 35 is configured to receive a portfolio of interest reset risk for a plurality...

...may offset the user's interest rate reset risk. The auction mechanism 34 performs a **switch** auction function whereby orders or FRA's are received from the users and anonymously matched...

...into consideration.

SUBSTITUTE SHEET (RULE 26)

The trader mechanism 30, group server mechanism 32, auction/ **switch** auction mechanism 34, and **switch** mechanism 35 may be collectively implemented as market module 44.

The central processing center 12...also be available). The actual strike will be negotiated immediately following the transaction by the **two parties**.

Spot For foreign exchange swaps (class The system mid FXS only) where the price is...

...the available spot level to be used will be negotiated immediately following a transaction.

Base **Switches** will be transacted in the form The system mid of the relative price between the two price will be instruments being **switched**. The base available

SUBSTITUTE SHEET (RULE 26)
rate maybe negotiated immediately following a transaction.

Bond...spot and forward coupons.

The credit preference feature of the present invention provides for the **bilateral** credit status between two entities to be captured, structured and used anonymously for the trading...

16/5,K/18 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00419920 **Image available**

TRUSTED INFRASTRUCTURE SUPPORT SYSTEMS, METHODS AND TECHNIQUES FOR SECURE ELECTRONIC COMMERCE, ELECTRONIC TRANSACTIONS, COMMERCE PROCESS CONTROL AND AUTOMATION, DISTRIBUTED COMPUTING, AND RIGHTS MANAGEMENT

SYSTEME D'ASSISTANCE INFRASTRUCTURELLE ADMINISTRATIVE, PROCEDES ET TECHNIQUES SURES CONCERNANT LE COMMERCE ET LES TRANSACTIONS ELECTRONIQUES, COMMANDE ET AUTOMATISATION DES PROCESSUS COMMERCIAUX, CALCUL REPARTI ET GESTION DES REDEVANCES

Patent Applicant/Assignee:

INTERTRUST TECHNOLOGIES CORP,

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VAN WIE David M,

WEBER Robert,

Inventor(s):

SHEAR Victor H,

VAN WIE David M,

WEBER Robert,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9810381 A1 19980312

Application: WO 96US14262 19960904 (PCT/WO US9614262)

Priority Application: WO 96US14262 19960904

Designated States: AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG US UZ VN KE LS MW SD SZ UG AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Main International Patent Class: G07F-007/00

International Patent Class: G07F-07:10; G06F-17:60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 85684

English Abstract

The present inventions provide an integrated, modular array of administrative and support services for electronic commerce and electronic rights and transaction management. These administrative and support services supply a secure foundation for conducting financial management, rights management, certificate authority, rules clearing, usage clearing, secure directory services, and other transaction related capabilities functioning over a vast electronic network such as the Internet and/or over organization internal Intranets. These administrative and support services can be adapted to the specific needs of electronic commerce value chains. Electronic commerce participants can use these administrative and support services to support their interests, and can shape and reuse these services in response to competitive business realities. A Distributed Commerce Utility having a secure, programmable, distributed architecture provides administrative and support services. The Distributed Commerce Utility makes optimally efficient use of commerce administration resources, and can scale in a practical fashion to accommodate the demands of electronic commerce growth. The Distributed Commerce Utility may comprise a number of Commerce Utility Systems. These Commerce Utility Systems provide a web of infrastructure support available to, and reusable by, the entire electronic community and/or many or all of its participants. Different support functions can be collected together in hierarchical and/or in networked relationships to suit various business models and/or other objectives. Modular support functions can be combined in different arrays to form different Commerce Utility Systems for different design implementations and purposes. These Commerce Utility Systems can be distributed across a large number of electronic appliances with varying degrees of distribution.

French Abstract

L'invention porte sur un reseau modulaire integre de services administratifs et d'assistance relatifs au commerce electronique, aux redevances electroniques et a la gestion des transactions. Lesdits services fournissent des fondements surs permettant de conduire la gestion financiere, la gestion des redevances, les contrats d'agence, la compensation des regles, la compensation des utilisations, des services surs de repertoires, et autres prestations liees aux transactions traitees par un vaste reseau electronique tel qu'Internet et/ou par des Intranets internes a des organisations. Ces services peuvent etre adaptes

aux besoins specifiques de chaines electroniques de valeurs commerciales. Les acteurs du commerce electronique peuvent utiliser lesdits services pour defendre leurs interets, les adapter aux realites de la concurrence, et les reutiliser. Lesdits services sont fournis par une entite commerciale repartie presentant une structure sure, programmable et repartie. L'entite commerciale repartie tire le maximum d'efficacite des ressources en matiere de gestion commerciale, et peut aisement s'adapter pour faire face aux exigences de la croissance du commerce electronique. L'entite commerciale repartie peut comprendre un certain nombre de systemes d'entites commerciales constituant un reseau d'assistance infrastructurelle disponible et reutilisable par l'ensemble de la communaute electronique et/ou plusieurs ou la totalite de ses participants. Il est possible de regrouper certaines fonctions d'assistance par ordre hierarchique et/ou de reseau en vue d'une adaptation a differents modeles commerciaux et/ou a d'autres objectifs. Des fonctions modulaires d'assistance peuvent etre combinees de differentes manieres pour constituer differents systemes d'entites commerciales correspondant a differentes elaborations de structures et a differents desseins. Lesdits systemes d'entites commerciales peuvent etre repartis entre de nombreux dispositifs electroniques avec des niveaux de repartition variables.

Fulltext Availability:

Claims

Claim

... first commercial partN a distributed electronic security checkpoint system comprising:
at least one checkpoint electronic **switch** for at least in part receiving said secured digital information, and for interacting with at ...

...or testing said information so as to provide a trusted commerce service, said checkpoint electronic **switch** including a communications arrangement for further communicating at least a portion of said secured digital...to further parties, and means for representing said cooperative arrangement to directly and/or electronically **negotiate** compensation arrangements related to said provision of digital information.

171. A secure messaging system comprising...any one of the preceding claims 156-191 further

including means for supporting a secure **multiparty** negotiation process.

193. Apparatus as in any one of the preceding claims 156-192 further...

16/5,K/19 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00301521 **Image available**

CRYPTOGRAPHIC SYSTEM AND METHOD WITH KEY ESCROW FEATURE

SYSTEME ET PROCEDE CRYPTOGRAPHIQUES A CARACTERISTIQUE DE DEPOT DE CLE
AUPRES D'UN TIERS

Patent Applicant/Assignee:

BANKERS TRUST COMPANY,

Inventor(s):

SUDIA Frank W,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9519672 A2 19950720

Application: WO 95US531 19950113 (PCT/WO US9500531)

Priority Application: US 94181859 19940113; US 94272203 19940708

Designated States: AM AU BB BG BR BY CA CN CZ FI GE HU JP KG KP KR KZ LK LT
LV MD MG MN MX NO NZ PL PT RO RU SI SK TJ TT UA UZ VN KE MW SD SZ AT BE
CH DE DK ES FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR
NE SN TD TG

Main International Patent Class: H04L-009/08

International Patent Class: H04L-09:32

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 47958

English Abstract

The invention provides a cryptographic system and method with a key escrow feature that uses a method for verifiably splitting users' private encryption keys into components and for sending those components to trusted agents chosen by the particular users, and provides a system that uses modern public key certificate management, enforced by a chip device that also self-certifies. In a preferred embodiment of this invention, the chip encrypts or decrypts only if certain conditions are met, namely, (1) if a valid "sender certificate" and a valid "recipient certificate" are input, where "valid" means that the particular user's private decryption key is provably escrowed with a specified number of escrow agents and that the master escrow center is registered and certified by the chip manufacturer, and (2) if a valid Message Control Header is generated by the sender and validated by the recipient, thereby giving authorized investigators sufficient information with which to request and obtain the escrowed keys. A further preferred embodiment of this invention provides a method for generating verifiably trusted communications among a plurality of users, comprising the steps of escrowing at a trusted escrow center a plurality of asymmetric cryptographic keys to be used by a plurality of users; verifying each of said plurality of keys at the escrow center; certifying the authorization of each of said plurality of keys upon verification; and initiating a communication from each of said plurality of users using a respective one of said plurality of keys contingent upon said certification.

French Abstract

L'invention se rapporte à un système et un procédé cryptographiques à caractéristique de dépôt de clé auprès d'un tiers, comprenant l'utilisation d'un procédé de division vérifiable des clés de chiffrement privées des utilisateurs en éléments séparés, et d'expédition de ces éléments à des dépositaires de confiance choisis parmi les utilisateurs particuliers. L'invention se rapporte également à un système faisant appel à une gestion innovatrice d'attestations de clés publiques, assurée par un dispositif à circuits intégrés qui s'authentifie également lui-même. Dans un mode préféré de réalisation, le dispositif à circuits intégrés effectue le chiffrement ou le déchiffrement uniquement si certaines conditions sont remplies, notamment (1) si une "attestation d'expéditeur" valable et une "attestation de destinataire" valable sont introduites, "valable" signifiant dans ce contexte que la clé de déchiffrement privée de l'utilisateur particulier est déposée de manière vérifiable auprès d'un nombre spécifique de dépositaires légaux et que le centre de dépôt mère est enregistré et authentifié par le fabricant du dispositif à circuits intégrés, et (2) si un en-tête de gestion de message valable est généré par l'expéditeur et valide par le destinataire, ce qui fournit à des examinateurs autorisés les informations suffisantes pour demander et obtenir les clés déposées. Dans un autre mode préféré de réalisation, un procédé permet d'établir des communications fiables et vérifiables parmi une pluralité d'utilisateurs, ce procédé consistant à déposer, dans un centre de dépôt fiable, une pluralité de clés cryptographiques asymétriques destinées à être

utilisees par une pluralite d'utilisateurs; a verifier chacune des cles au niveau du centre de depot; a authentifier l'autorisation de chacune des cles apres verification, et a lancer une communication a partir de chacun des utilisateurs a l'aide d'une cle respective en fonction de ladite authentification.

Fulltext Availability:

Detailed Description

Detailed Description

... a simple

coding scheme assigning numbers to the parties to the communication, such as caller= 0 . callee= 1 , and any additional parties to the same encrypted ...the foregoing, may be used, These methods could also be generalized as a method for **multi - party** session key generation, For example, a caller could generate a session key and use that...

...transport, There will then be a separate MCH for each added party after the first **two parties** (caller and callee), The callers device could treat the **multi - party** call as separate calls or as a single call having the same session key but...

...s MSN and for

maintaining its own CPC and PSN, Alternatively, assuming use of conventional **two - party** session key generation methods (such as Diffie-Hellman methods), conference calls could exist in which...

16/5,K/20 (Item 20 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00242269

**A METHOD OF PRODUCING AN INTELLIGENT NETWORK SERVICE
PROCEDE DE PRODUCTION D'UN SERVICE DE RESEAU INTELLIGENT**

Patent Applicant/Assignee:

TELEFONAKTIEBOLAGET LM ERICSSON,

Inventor(s):

JONSSON Bjorn Erik Rutger,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9316543 A1 19930819

Application: WO 93SE73 19930201 (PCT/WO SE9300073)

Priority Application: SE 92470 19920217

Designated States: AU CA FI JP NO AT BE CH DE DK ES FR GB GR IE IT LU MC NL
PT SE

Main International Patent Class: H04M-003/42

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13428

English Abstract

The present invention relates to a method and to a system for achieving communication between a customer (A) of a service which can be supplied over a telecommunication network and a supplier (16, 17) of the service. The invention finds its application in intelligent network services. A service order from the customer passes to a service order central (12) where it is parked and allotted an order identity (AAI), which is

transferred through a signal connection (5) together with the order. The service supplier can, himself, configure the method in which the service shall be delivered and the service supplier himself takes the initiative of creating a communication connection with the service order central (12) and therewith refers to the order identity (AAI). When the communication connection has been established, the connection is coupled by the service order central (12) with the parked call from the customer (A) and delivery of the service can commence. A method which utilizes the services of subsidiary suppliers is also possible.

French Abstract

La presente invention se rapporte à un procédé et à un système pour effectuer des communications entre un client (A) demandeur d'un service qui peut être fourni sur un réseau de télécommunications et un fournisseur (16, 17) de service. L'invention s'applique à des services de réseaux intelligents. Une commande d'un client passe par un central (12) de commandes où est mis en garde et affecte un identifiant de commande (AAI) qui est transféré par une liaison de signaux (5) avec la commande. Le fournisseur de services peut lui-même, concevoir le procédé dans lequel le service sera affectué, et il peut prendre lui-même l'initiative de créer une liaison de transmission avec le central de commandes (12) et se référer ainsi à l'identifiant de la commande (AAI). Lorsque la liaison a été établie, la connexion est raccordée au central de commandes (12) avec l'appel mis en garde du client (A) et la livraison du service peut commencer. Un procédé qui utilise les services de fournisseurs subsidiaires est également envisageable.

Fulltext Availability:

Claims

Claim

... are therefore shown in the form of rectangles and all have a conventional circuit-coupled **switch** or a pack age **switch**, illustrated by a rectangle and crossing lines, for example as illustrated at 10. The nodes 15, 16 and 17, on the other hand, need not be provided with a **switch**, but may be comprised of computers with associated programs and equipment for signalling over a...B) to the booked resource 17, At the same time, the service supplier instructs the **two parties** to make a call with the transmitted meeting references, rectangle 7. in the next stage...

...connect the two incoming ports together, rectangle 9, thereby establishing the connection between the **two parties** concerned, Subsequent to having delivered the service requested, the party connection with the meeting node...

16/5,K/21 (Item 21 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00207731 **Image available**

STEERABLE MEDICAL DEVICE

DISPOSITIF MEDICAL DIRIGEABLE

Patent Applicant/Assignee:

PILOT CARDIOVASCULAR SYSTEMS INC,

Inventor(s):

HAMMERSLAG Julius G,

HAMMERSLAG Gary R,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9204933 A1 19920402

Application: WO 91US6726 19910917 (PCT/WO US9106726)

Priority Application: US 90819 19900917

Designated States: AT AU BB BE BF BG BJ BR CA CF CG CH CI CM CS DE DK ES FI
FR GA GB GN GR HU IT JP KP KR LK LU MC MG ML MN MR MW NL NO PL RO SD SE
SN SU TD TG

Main International Patent Class: A61M-025/01

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10918

English Abstract

An elongate steerable implement (100, 120) is disclosed, which may be either a steerable guidewire or catheter for coronary angioplasty applications. A floppy steerable tip (20) on a steering region (116) at the distal end of the implement and a control device at the proximal end are connected by means of a plurality of axially movable deflection wires (170) extending throughout the implement. Manipulation of the control permits deflection of the steering region (116) throughout a full 360degrees range of motion about the axis of the implement, without axial rotation or "torquing" thereof. In another embodiment, a steering ribbon (110) is disclosed which permits steering by lateral deflection of the tip (20) into a deflected or bent position and then permits straightening the tip (20) back to its original position.

French Abstract

Instrument allonge dirigeable (100, 120) pouvant etre soit un fil de guidage soit un catheter dirigeable destine a des applications d'angioplastie coronaire. Une extremite dirigeable souple (20) situee sur une region de guidage (116) au niveau de l'extremite distale de l'instrument ainsi qu'un dispositif de commande situe au niveau de l'extremite proximale sont connectes au moyen d'une pluralite de fils a deflection axialement mobile (170) s'étendant dans l'instrument. La manipulation de la commande permet la deflection de la region de guidage (116) sur la totalite d'une plage de mouvement de 360degrees autour de l'axe de l'instrument, sans rotation axiale ou torsion de ce dernier. Dans un autre mode de realisation, un ruban de guidage (110) permet le guidage par deflection laterale de l'extremite (20) dans une position deflechie ou courbee puis permet le redressement de l'extremite (20) a sa position originale.

Fulltext Availability:

Claims

Claim

... angioplasty catheter to an arterial stenosis or other treatment site, said guidewire comprising:
an elongate **flexible** housing having a proximal and a distal end and at least one lumen extending therethrough;
a **flexible** steering ribbon secured within the lumen, and adapted to displace the distal end of the...

...of the housing to its original, undisplaced position.

2e A steering device for controlling a **flexible** steering region on the distal end of an elongate implement, comprising:

a steering ribbon positioned...

...two deflection wire guides having proximal
and distal ends positioned on each of at least **two sides**
of said steering ribbon;
at least two deflection wires secured relative to
the steering ribbon...

...said two
deflection wires causes the steering region to be displaced
laterally such as to **negotiate** a branch or turn in an artery
and axial proximal displacement of the second of...

?

?t18/3,k/all

18/3,K/1 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00943630 **Image available**

NEGOTIATING PLATFORM

PLATE-FORME DE NEGOCIATION

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US (Nationality), (For all designated states except: US)

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IL (Nationality), (Designated only for: US)

Legal Representative:

SHEINBEIN Sol (agent), G.E. Ehrlich (1995) Ltd., c/o Anthony Castorina,
2001 Jefferson Davis Highway, Suite 207, Arlington, VA 22202, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200277759 A2 20021003 (WO 0277759)

Application: WO 2002US8293 20020320 (PCT/WO US0208293)

Priority Application: US 2001276952 20010320; US 2001279422 20010329; US
2001287004 20010430; US 2001305073 20010716; US 2001327291 20011009

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 91315

Fulltext Availability:

Claims

Claim

According to a first aspect of the present invention there is provided a
T-1, ifflie-irm, fnr qmlnn@ff vtmy nt-pt-I nSet
na-j@e@ +@ @-@

,%+rt

-@-@ 4...

...nr

@rQ@

@. @ V@ @ Q@ F@

LI Te\$pUnSe receiver for receiving from respective parties either
counter offers or acee."t oes' SaIrl, m2nnne.0 roca-131@r !@;nn

V@

rAVO@ "N nffiem...negotiable while price and warranty period are negotiable. The seller first -tries to generate a **counter offer** by operating an appropriate utility ("knowledgeable" when he knows the buyer's GP and 'ignoranf...

...interpersonal or inter organizational negotiations. We cover:
a I -N negotiations (auctions and reverse auctions)
0 1 -I (hurrian-like) negotiations
0 Profiles for 1 -1 negotiations
We categorize the handling of intentions into the following logical layers:
Building intentions...

...for markets characterized by a single agent (e.g., seller, buyer, barterer) operating against **multiple** agents (e.g., **buyers . sellers**, barterers) where the goal is to maximize the single agent's revenue from the deal...the deal according to his function (this provides a uniform treatment for auctions, reverse auctions, **bartering** auctions etc.). In such a case, it is important to first reveal the value function go... the deal d. In case of disagreement, the winner and the auctioneer need to further **negotiate** on this deal in a one-to-one fashion or offline.

Remark@:

1) In the...we made before, once deals are multi-dimensional, the word "auction" stands for reverse auction, **bartering** auction etc. as well as for the usual auction,

212

The Rules of the English...

...other decision data). In case of disagreement, the winner and the seller need to further **negotiate** on this deal in a I -1 fashion or offline, To implement the English Auction...

18/3,K/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00730864 **Image available**

METHODS AND APPARATUS FOR BROKERING TRANSACTIONS PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL

Patent Applicant/Assignee:

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Inventor(s):

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ORTIZ Rafael Gustavo, P.O. Box 525, La Honda, CA 94020, US

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043851 A2 20000727 (WO 0043851)

Application: WO 2000US1523 20000120 (PCT/WO US0001523)

Priority Application: US 99117118 19990125; US 99265511 19990309
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 24291

Fulltext Availability:

Claims

Claim

... a buyer and a seller via
a network, the method comprising:
enabling the buyer to **negotiate** substantially simultaneously with the
seller for
a plurality products via the network; and
when an...

...shopping list

is@

associated with the buyer, the shopping list enabling the buyer to
subsequently **negotiate** with the seller for selected ones of the
plurality of products for which the product...

...r

214

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counteroffer

258 260

256

no no buyer terminates

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Search Report from Ginger D. Roberts

?show files;ds
File 348:EUROPEAN PATENTS 1978-2002/Nov W03
(c) 2002 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20021121,UT=20021114
(c) 2002 WIPO/Univentio

Set	Items	Description
S1	10058	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST()PARTY OR - BIDDER? ? OR BARTERER? ?
S2	133656	SELLER? ? OR SECOND()PARTY OR VENDOR? OR RETAILER? OR WHOLESALE SELLER? OR DISTRIBUTOR? OR SUPPLIER? OR MERCHANT? OR MERCHANDISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELLER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	28824	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDE DED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	28824	BILATERAL? OR BI()LATERAL? OR TWO() (PARTY OR PARTIES OR SIDE DED OR SIDES)
S7	1046	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI)() (PARTY OR PERSON)
S8	210	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	5751	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BAR- TER? ? OR BARGAINING
S10	0	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	899135	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHAN- G? OR DYNAMIC? OR FLEXIBLE?
S12	653	(S6 OR S7 OR S8 OR S10) AND S9
S13	586	S11 AND S12
S14	67	S12 NOT S13
S15	131	(S6 OR S7 OR S8 OR S10) (S)S9
S16	21	S11(S)S15
S17	212	COUNTEROFFER? OR COUNTER()OFFER?
S18	2	S16(S)S17
?		

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?show files;ds
File 2:INSPEC 1969-2002/Nov W4
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File 475:Wall Street Journal Abs 1973-2002/Nov 23
    (c) 2002 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Nov 23
    (c) 2002 The Gale Group
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Set	Items	Description
S1	95450	BUYER? ? OR PURCHASER? ? OR SHOPPER? ? OR FIRST()PARTY OR - BIDDER? ? OR BARTERER? ?
S2	606714	SELLER? ? OR SECOND()PARTY OR VENDOR? OR RETAILER? OR WHOLE- SALER? OR DISTRIBUT?R? OR SUPPLIER? OR MERCHANT? OR MERCHAND- ISER? OR PRODUCER? OR MANUFACTURER?
S3	0	"ONE()TO()ONE" OR "PERSON()TO()PERSON" OR "BUYER()TO()SELL- ER" OR "INDIVIDUAL()TO()INDIVIDUAL" OR "MANY()TO()MANY"
S4	20960	BILATERAL? OR BI()LATERAL? OR TWO()(PARTY OR PARTIES OR SI- DED OR SIDES)
S5	0	"ONE(2W)ONE" OR "PERSON(2W)PERSON" OR "BUYER(2W)SELLER" OR "INDIVIDUAL(2W)INDIVIDUAL" OR "MANY(2W)MANY"
S6	20960	BILATERAL? OR BI()LATERAL? OR TWO()(PARTY OR PARTIES OR SI- DED OR SIDES)
S7	5039	MULTILATERAL OR MULTI()LATERAL OR MULTIPARTY OR MULTIPERSON OR (PLURALITY OR MULTI)()(PARTY OR PERSON)
S8	55	(PLURALITY OR NETWORK OR MULTIPLE OR GROUP OR CLUSTER) (3W)- S1(3W)S2
S9	51187	NEGOTIATE OR NEGOTIATES OR NEGOTIATING OR BARTERING OR BAR- TER? ? OR BARGAINING
S10	28	"ONE-TO-ONE" OR "PERSON-TO-PERSON" OR "BUYER-TO-SELLER" OR "INDIVIDUAL-TO-INDIVIDUAL" OR "MANY-TO-MANY"
S11	1406561	SWITCH? OR TOGGLE? OR ON(2W)OFF OR "0"(2W)"1" OR INTERCHAN- G? OR DYNAMIC? OR FLEXIBLE?
S12	753	(S6 OR S7 OR S8 OR S10) AND S9
S13	70	S11 AND S12
S14	683	S12 NOT S13
S15	641	(S6 OR S7 OR S8 OR S10)(S)S9
S16	37	S11(S)S15
S17	374	COUNTEROFFER? OR COUNTER()OFFER?
S18	1	S16(S)S17
S19	1	S13 AND S17
S20	55	S13 NOT PY>1999
S21	719	(S9 OR AUCTION OR TRADING) (3N) (TECHNIQUE? ? OR STYLE? ? OR TYPE? ?)
S22	17	S21(8N) (BENEFIT? ? OR ADVANTAGES OR PROS OR CONS OR PURPOSE OR RISK? ?)
S23	17	RD (unique items)
?		

?t18/7/

18/7/1 (Item 1 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01862634 ORDER NO: AADAA-I3035604

Essays on fair allocations

Author: Kim, Hyungjun

Degree: Ph.D.

Year: 2001

Corporate Source/Institution: The University of Rochester (0188)

Supervisor: William Thomson

Source: VOLUME 62/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4277. 109 PAGES

ISBN: 0-493-48581-3

When allocating resources, we confront two problems: Deciding which allocations are most desirable and reaching these allocations. We analyze these problems in two different kinds of models.

Chapter 1 is an introductory overview of this thesis. In Chapter 2, we consider the property of population monotonicity in the context of fair allocation problems in private good economies. We show that there is no allocation rule satisfying efficiency, no envy, and population monotonicity. We also show that even if no envy is weakened to no domination or ϵ-no domination, the incompatibility persists.

Chapter 3 deals with another property, welfare domination under preference replacement. We show that on the domain of linear preference profiles, the property is incompatible with no envy. Then, we show that on the classical domain of preference profiles, it is not compatible with no domination, while on the domain of linear preference profiles, it is compatible with no domination.

In the last two chapters, we consider transferable utility (TU) games in coalitional form. In Chapter 4, we introduce the "dynamic value" for TU games. We also define two **bilateral bargaining** games. In our **bargaining** games, agents are allowed to make **counter-offers** in contrast with Gül's (1989) formulation. We show that in our first game where discounting future payoffs creates a cost, the equilibrium outcome is the **dynamic** value. Then, in our second game where the possibility of breakdown is the most relevant cost, the equilibrium outcome is the Shapley value. Hence, we show that if agents are allowed to make **counter - offers**, the equilibrium outcome becomes different and that it depends on costs.

In Chapter 5, we define a new version of consistency based on the following assumptions: (1) If a coalition of remaining agents can cooperate with some of the agents who leave, other coalitions cannot cooperate with these agents without also cooperating with the coalition. (2) The agents who leave are paid what these agents can obtain in the subgame they face. Then, we show that the dynamic value is the only value satisfying our notion of consistency and other basic properties.

?

?t20/3,k/all

20/3,K/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6379267 INSPEC Abstract Number: B1999-11-6210L-139, C1999-11-6150N-138

Title: SSONET: system support for multilateral security in open data networks

Author(s): Pfitzmann, A.; Schill, A.; Westfeld, A.; Wicke, G.; Wolf, G.; Zollner, J.

Author Affiliation: Inst. fur Theor. Inf., Tech. Univ. Dresden, Germany

Journal: Informatik Forschung und Entwicklung vol.14, no.2 p.95-108

Publisher: Springer-Verlag,

Publication Date: 1999 Country of Publication: Germany

CODEN: IFENEI ISSN: 0178-3564

SICI: 0178-3564(1999)14:2L.95:SSSM;1-S

Material Identity Number: I996-1999-002

Language: German

Subfile: B C

Copyright 1999, IEE

Title: SSONET: system support for multilateral security in open data networks

...Abstract: prototype of a security architecture. It enables developers and users of distributed applications to employ **multilateral** security. Users can express their security goals (e.g. confidentiality, anonymity, integrity and accountability) and select the appropriate cryptographic mechanisms. Communicating parties **negotiate** security goals and mechanisms to secure the communication. Therefore the architecture comprises components for configuration...

... so called security gateways. Building on secure local systems it allows one to set up **flexible multilateral** security for distributed applications.

...Identifiers: **multilateral** security

20/3,K/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6051919 INSPEC Abstract Number: C9811-1290P-010

Title: Strategic play and adaptive learning in the sealed-bid bargaining mechanism

Author(s): Daniel, T.E.; Seale, D.A.; Rapoport, A.

Author Affiliation: Alberta Univ., Edmonton, Alta., Canada

Journal: Journal of Mathematical Psychology vol.42, no.2-3 p.133-66

Publisher: Academic Press,

Publication Date: June-Sept. 1998 Country of Publication: USA

CODEN: JMTPAJ ISSN: 0022-2496

SICI: 0022-2496(199806/09)42:2/3L.133:SPAL;1-5

Material Identity Number: N768-98003

U.S. Copyright Clearance Center Code: 0022-2496/98/\$25.00

Language: English

Subfile: C

Copyright 1998, IEE

Title: Strategic play and adaptive learning in the sealed-bid bargaining mechanism

Abstract: We report the results of two experiments on **bilateral bargaining** under the sealed-bid double auction mechanism in environments

where theory calls for decidedly strategic...

... observed individual sellers' ask functions and buyers' bid functions, each based on 50 rounds of **bargaining**, are shown to be in good agreement with the Bayesian-Nash piecewise linear equilibrium solution...

... the strikingly disparate profits earned by buyer and seller during the experiment. To address the **dynamics** of this result, we propose a simple adaptive learning model postulating round-to-round changes...

...Identifiers: sealed-bid **bargaining** mechanism...

... **bilateral bargaining** ;

20/3,K/3 (Item 3 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6046867 INSPEC Abstract Number: C9811-6130S-061

Title: A Java-based distributed platform for multilateral security

Author(s): Pfitzmann, A.; Schill, A.; Westfeld, A.; Wicke, G.; Wolf, G.; Zollner, J.

Author Affiliation: Inst. fur Theor. Phys., Tech. Univ. Dresden, Germany
Conference Title: Trends in Distributed Systems for Electronic Commerce.

International IFIP/GI Working Conference TREC'98. Proceedings p.52-64

Editor(s): Lamersdorf, W.; Merz, M.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1998 Country of Publication: Germany xii+253 pp.

ISBN: 3 540 64564 0 Material Identity Number: XX98-01487

Conference Title: Trends in Distributed Systems for Electronic Commerce.

International IFIP/GI Workshop Conference, TREC'98 Proceedings

Conference Date: 3-5 June 1998 Conference Location: Hamburg, Germany

Language: English

Subfile: C

Copyright 1998, IEE

Title: A Java-based distributed platform for multilateral security

Abstract: We describe a new approach and system platform for enabling **multilateral** security in distributed applications. The major goal is to support users configuring their end systems and to **negotiate** among security requirements of different users with heterogeneous roles. Typical security features such as confidentiality...

... implemented in Java, with distributed interaction based on Java RMI (Remote Method Invocation). It enables **flexible** integration of existing security libraries and facilities. As a validation example, we present a teleshopping...

...Identifiers: **multilateral** security

20/3,K/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

5733994 INSPEC Abstract Number: C9712-7100-041

Title: Soft-coded trade procedures for Open-EDI

Author(s): Lee, R.M.; Bons, R.W.H.

Journal: International Journal of Electronic Commerce vol.1, no.1
p.27-49

Publisher: M.E. Sharpe,

Publication Date: Fall 1996 Country of Publication: USA

ISSN: 1086-4415

SICI: 1086-4415(199623)1:1L.27:SCTP;1-A

Material Identity Number: G303-97001
Language: English
Subfile: C
Copyright 1997, IEE

Abstract: Organizations engaging in electronic commerce typically face defining detailed **bilateral** agreements between business partners. This implies that the setup costs for new electronic linkages can...

... these requirements; and third, by presenting a "soft coding" architecture and protocol for sharing and **negotiating** trade procedures. A modeling environment that is used for the design and analysis of trade...

...Descriptors: electronic data **interchange** ;

...Identifiers: **bilateral** agreements...

...electronic data **interchange** ;

20/3,K/5 (Item 5 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

5559669 INSPEC Abstract Number: C9705-1140E-034

Title: Nonsmooth Nash bargaining solution to multiperson dynamic decision problems

Author(s): Chunfeng Wang; Pie Zheng; Guangquan Li

Author Affiliation: Inst. of Syst. Eng., Tianjin Univ., Tianjin, China

Conference Title: Symposium on Robotics and Cybernetics. CESA '96 IMACS Multiconference. Computational Engineering in Systems Applications p. 404-6

Publisher: Gerf EC Lille - Cite Scientifique, Lille, France

Publication Date: 1996 Country of Publication: France 943 pp.

ISBN: 2 9510266 1 7 Material Identity Number: XX97-00803

Conference Title: Symposium on Robotics and Cybernetics. CESA '96 IMACS Multiconference. Computational Engineering in Systems Applications

Conference Date: 9-12 July 1996 Conference Location: Lille, France

Language: English

Subfile: C

Copyright 1997, IEE

Title: Nonsmooth Nash bargaining solution to multiperson dynamic decision problems

Abstract: This paper is devoted to an extensive discussion of nonsmooth **dynamic bargaining** problems. The necessary condition for existence of optimality Nash **bargaining** solution is obtained by methods of nonsmooth analysis and the differential inclusions theory, and the...

Identifiers: **multiperson dynamic** decision problems...

...nonsmooth **dynamic bargaining** ; ...

...nonsmooth Nash **bargaining**

20/3,K/6 (Item 6 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

5291300 INSPEC Abstract Number: B9607-0240E-009, C9607-1140E-023

Title: Bargaining in a three-agent coalitions game: an application of genetic programming

Author(s): Dworman, G.; Kimbrough, S.O.; Laing, J.D.

Author Affiliation: Wharton Sch., Pennsylvania Univ., Philadelphia, PA,

USA

Conference Title: Genetic Programming. Papers from the 1995 AAAI Fall Symposium. (Tech. Report FS-95-01) p.9-16

Publisher: AAAI Press, Menlo, CA, USA

Publication Date: 1995 Country of Publication: USA vii+133 pp.

ISBN: 0 929280 92 X Material Identity Number: XX95-02805

Conference Title: Proceedings of AAAI 1995. Fall Symposium Series

Conference Date: 10-12 Nov. 1995 Conference Location: Cambridge, MA,

USA

Language: English

Subfile: B C

Copyright 1996, IEE

Title: Bargaining in a three-agent coalitions game: an application of genetic programming

...Abstract: agents, operating with fairly elementary computational mechanisms, can adapt to achieve approximately optimal strategies for **bargaining** with other agents in complex and **dynamic** environments of **multilateral** negotiations that humans find challenging. In this paper, we present results from an application of genetic programming to model the co-evolution of simple artificial agents **negotiating** coalition agreements in a three agent cooperative game. The following sections summarize part of the...

... these artificial agents adapt to formulate strategies that cope reasonably well under difficult circumstances to **negotiate** coalition agreements that not only rival those achieved by human subjects but also approximate those...

...Identifiers: **multilateral negotiations**

20/3,K/7 (Item 7 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

4788114 INSPEC Abstract Number: C9411-1290D-054

Title: Price commitment in search markets

Author(s): Bester, H.

Author Affiliation: Center for Econ. Res., Tilburg Univ., Netherlands

Journal: Journal of Economic Behavior and Organization vol.25, no.1

p.109-20

Publication Date: Sept. 1994 Country of Publication: Netherlands

CODEN: JEBOD9 ISSN: 0167-2681

U.S. Copyright Clearance Center Code: 0167-2681/94/\$07.00

Language: English

Subfile: C

...Abstract: price. If he takes no actions to preclude haggling, his sales price is determined through **bilateral** negotiations with the buyer. The selection of pricing rules exhibits strategic complementarities that may give...

... thus be consistent with equilibrium behavior. In bazaar markets, where the buyer's cost of **switching** sellers is relatively low, most of the trade is conducted via **bargaining** and prices are close to the perfectly competitive outcome.

...Identifiers: **bilateral negotiations...**

... **bargaining** ;

20/3,K/8 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

01888038 INSPEC Abstract Number: C82025471

Title: On cooperative bargaining with constrained concession rates under strike

Author(s): Neck, R.
Author Affiliation: Wirtschaftsuniv. Wien, Vienna, Austria
Journal: Methods of Operations Research no.44 p.385-97
Publication Date: 1981 Country of Publication: West Germany
CODEN: MEORDE ISSN: 0078-5318
Conference Title: 6th Symposium on Operations Research
Conference Date: 7-9 Sept. 1981 Conference Location: Augsburg, West Germany
Language: English
Subfile: C

Title: On cooperative bargaining with constrained concession rates under strike

Abstract: Considers a dynamic bargaining model of employer and union within a firm, where the concessions of the two parties of the negotiation at any time during the bargaining process are considered to be their control variables which are constrained by given maximal values...

Identifiers: cooperative bargaining ; ...

... dynamic bargaining model

20/3,K/9 (Item 9 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

01670185 INSPEC Abstract Number: C81013576

Title: Labour-management bargaining modelled as a dynamic game

Author(s): Fei-Hung Chen, S.; Leitmann, G.
Author Affiliation: General Electric Corp., San Jose, CA, USA
Journal: Optimal Control Applications & Methods vol.1, no.1 p.11-25
Publication Date: Jan.-March 1980 Country of Publication: UK
CODEN: OCAMD5 ISSN: 0143-2087
Language: English
Subfile: C

Title: Labour-management bargaining modelled as a dynamic game

Abstract: Considers labour-management bargaining as a bilateral monopoly problem. For theoretical convenience the process is assumed to be continuous rather than discrete. Only bargaining under strike is considered. The non-cooperative solution concepts, Nash equilibrium and Stackelberg, are presented. Cooperative bargaining via Pareto-optimality is also considered.

Identifiers: dynamic game...

...labour-management bargaining ; ...

... bilateral monopoly...

...cooperative bargaining

20/3,K/10 (Item 10 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

00442633 INSPEC Abstract Number: B72035063, C72020387

Title: The assignment game. I. The core

Author(s): Shapley, L.S.; Shubik, M.

Author Affiliation: Rand Corp., Santa Monica, CA, USA

Journal: International Journal of Game Theory vol.1, no.2 p.111-30

Publication Date: 1972 Country of Publication: Austria

CODEN: IJGTA2 ISSN: 0020-7276

Language: English

Subfile: B C

Abstract: The assignment game is a model for a **two - sided** market in which a product that comes in large, indivisible units (e.g., houses, cars

...

... literature) in which there is no product differentiation-i.e., in which the units are **interchangeable**. Finally, a critique of the core solution reveals an insensitivity to some of the **bargaining** possibilities inherent in the situation, and indicates that further analysis would be desirable using other...

Identifiers: **two sided** market...

20/3,K/11 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01802336 ORDER NO: AADAA-I9943813

ESSAYS IN COOPERATIVE GAME THEORY, WITH APPLICATIONS TO HOLD-UP IN CO-OWNERSHIP, BARGAINING , AND MULTI - PERSON UTILITY (GAME THEORY)

Author: BAUCELLS ALIBES, MANEL

Degree: PH.D.

Year: 1999

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, LOS ANGELES (0031)

Source: VOLUME 60/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 3052. 99 PAGES

ESSAYS IN COOPERATIVE GAME THEORY, WITH APPLICATIONS TO HOLD-UP IN CO-OWNERSHIP, BARGAINING , AND MULTI - PERSON UTILITY (GAME THEORY)

...only remedy is to seek a legal partition. The paper applies Nash's rational threats **bargaining** theory to predict a possible agreement between B and s. Our analysis includes risk averse...

...of the partition, more than one small owner, and Poisson arrival of offers.

In "Bargaining in the Presence of a Search Option: The Impact of the Buyer's Future Availability," we study an environment where, in **negotiating** the sale of an asset, the seller S's outside option is to sell the...

...rather than the expected return to search, as her outside option, enormous changes in the **dynamics** and outcome ensue: sale of the asset ceases to be instantaneous and S might solicit...

...to B depend crucially on B's future availability to purchase the asset.

In "Multi - person Utility," we approach the problem of preference aggregation by endowing coalitions with incomplete preferences

...

20/3,K/12 (Item 2 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01715216 ORDER NO: AADAA-I0800448

Three essays on search and bargaining models

Author: Dasgupta, Sugato

Degree: Ph.D.

Year: 1999

Corporate Source/Institution: Massachusetts Institute of Technology (0753)

Source: VOLUME 60/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 3748.

Three essays on search and bargaining models

...one and two analyze behavior in search markets while chapter three considers a model of **bilateral bargaining**.

In Chapter 1, I ask: what determines the level of human capital acquisition in an...

...situation where a worker invests in skills. In a market where wage determination occurs through **bilateral bargaining**, it is impossible for the worker to extract her entire marginal product. Rather, the worker's **bargaining** power—and, hence, her compensation—depends on the number of firms demanding her...

...fee. My model generates multiple equilibria that are ranked in terms of aggregate welfare.

Consider **bilateral** exchange between a principal and an agent when there is private information both with respect...

...game is problematic. When gains from trade are known to exist, following an impasse in **bargaining** it is in the interest of both parties to reconvene and renegotiate. In chapter 3...

...In essence, I place the analysis within the context of a Rubinstein-style infinite-horizon **bargaining** model with the principal making all the contract offers. My model yields insights regarding the...

...with the passage of time. Furthermore, I provide conditions under which the solution to the **dynamic** principal-agent game coincides with that corresponding to the static setup. (Copies available exclusively from...

20/3,K/13 (Item 3 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2002 ProQuest Info&Learning. All rts. reserv.

01703817 ORDER NO: AAD99-32375

ESSAYS ON QUALITY UNCERTAINTY (ADVERSE SELECTION, ASYMMETRIC INFORMATION)

Author: BLOUIN, MAX RENAUD

Degree: PH.D.

Year: 1999

Corporate Source/Institution: BROWN UNIVERSITY (0024)

Source: VOLUME 60/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1694. 122 PAGES

...the good being traded.

The first chapter, *Overlapping Generations of Cars*, analyzes the **dynamics** of a resale market subject to adverse selection. Infinitely-lived agents deal in cars which...

...at a market where (i) trade proceeds by random and anonymous

pairwise meetings with **bargaining**; (ii) agents are asymmetrically informed about the value of the traded good; and (iii...).

...show that this is not the case. This negative result holds whether the asymmetry is **two - sided** or restricted to one side of the market. This contrasts with the earlier literature, which...

20/3,K/14 (Item 4 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01703387 ORDER NO: AAD99-31133

CHINA'S NUCLEAR NONPROLIFERATION POLICY AND INTERNATIONAL REGIME

Author: JIA, HAO

Degree: PH.D.

Year: 1999

Corporate Source/Institution: THE GEORGE WASHINGTON UNIVERSITY (0075)

Source: VOLUME 60/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1755. 370 PAGES

...and conditions under which China has chosen to join and abide by the rule-based, **multilateral** nuclear non-proliferation regime centered on the Nuclear Nonproliferation Treaty (NPT). It analyses China's...

...ndash;1976, 1977–1989, and in the 1990s). Beijing's policies and behavior in **negotiating** the Comprehensive Nuclear Test Ban Treaty (CTBT) and dealing with the Missile Technology Control Regime...

...environment, China's non-proliferation policy and behavior, nuclear in particular, are influenced by a **dynamic**, interactive process between the nation and the regime.

Most importantly, influenced by Beijing's cost...

20/3,K/15 (Item 5 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01697970 ORDER NO: AAD99-28347

THE DYNAMICS OF COALITION BUILDING AND ISSUE LINKAGE IN MULTILATERAL ENVIRONMENTAL NEGOTIATIONS: AN ANALYSIS OF FACTORS CONTRIBUTING TO A SUCCESSFUL OUTCOME

Author: SHARMA, SANGEETA

Degree: PH.D.

Year: 1999

Corporate Source/Institution: UNIVERSITY OF SOUTH CAROLINA (0202)

Source: VOLUME 60/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1319. 501 PAGES

THE DYNAMICS OF COALITION BUILDING AND ISSUE LINKAGE IN MULTILATERAL ENVIRONMENTAL NEGOTIATIONS: AN ANALYSIS OF FACTORS CONTRIBUTING TO A SUCCESSFUL OUTCOME

This study aims to establish a theoretical framework for analyzing the process of **negotiating multilateral** environmental agreements in order to isolate factors contributing to a successful outcome. Such a framework...

...three selected cases are "most similar systems"; because they are all examples of **multi - party**, multi-issue, complex international **multilateral** negotiations. They aim to formulate a formal, legal treaty on

a deep-seated, long-term...

...and epistemic communities on the seriousness of the environmental crisis; the role adopted by each **negotiating** party based on its perceptions, attitudes and expectations; the development of flexibility and reciprocity through...

20/3,K/16 (Item 6 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online
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01684800 ORDER NO: AAD99-16146

POLITICAL COMPETITION IN FEDERATIONS (ELECTIONS, BARGAINING , RUSSIA, GERMANY, FEDERALISM)

Author: FILIPPOV, MIKHAIL G.

Degree: PH.D.

Year: 1998

Corporate Source/Institution: CALIFORNIA INSTITUTE OF TECHNOLOGY (0037)

Source: VOLUME 60/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 233. 282 PAGES

POLITICAL COMPETITION IN FEDERATIONS (ELECTIONS, BARGAINING , RUSSIA, GERMANY, FEDERALISM)

The focus of this work is the centrality of federal **bargaining** in the competitive political processes of democratic federations and of the necessity for fashioning institutions to channel and regulate that **bargaining** so that it is not disruptive of 'normal' policy-making. Chapter 1 introduces the argument...

...approach to understanding federal political processes. The key distinction we make in the way federal **bargaining** can be institutionalized is between the systems that allow **bilateral** interactions between the center and the unit representatives, versus those where unit representatives must develop...

...Chapter 2 tests a hypothesis that a party's current place in the (institutionalized) federal **bargaining** process affects voters' electoral choice and modifies the incentives that political entrepreneurs and political parties face. In application to Canada, which allows **bilateral** interactions between unit 'representatives' (provincial Prime-Ministers) and the federal 'center', and Germany, where, implementation...

...balancing by comparing electoral returns in federal and sub-national elections. We show that electoral **dynamics** are, indeed, consistent with the hypothesis that voters balance between federal and provincial (federal and...

...by the nationally elected executive, the long-term implications of their representational weights in the **bargaining** process can be assessed. In chapter 3, using the data on allocation of federal grants in the US, we assess the proposition that outcomes of federal **bargaining** reflect **bargaining** weights of the participants. More specifically, we show that relatively small US states, being better...

...The fourth chapter addresses the political process in a federation Russia with a still evolving **bargaining** system and, where the issue of federal **bargaining** is the focus of national political discourse. We are able to support the hypothesis that federal level policies affect local electoral behavior, as well as do the outcomes of **bilateral** discourse between federal subjects and the 'center'.

20/3,K/17 (Item 7 from file: 35)
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01672675 ORDER NO: AAD99-11270

THE POLITICS OF GLOBAL CONSENSUS BUILDING: DECISION-MAKING IN THE UNITED NATIONS GENERAL ASSEMBLY

Author: SMITH, COURTNEY BRUCE

Degree: PH.D.

Year: 1998

Corporate Source/Institution: THE OHIO STATE UNIVERSITY (0168)

Source: VOLUME 59/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3961. 391 PAGES

Pressure towards consensus now dominates almost all **multilateral** efforts at global problem solving and, as a result, it is imperative that scholars examine...

...The central question concerns why consensus is possible in the case of some of these **multilateral** decisions and not others? These issues are investigated by focusing on one forum for global...

...scholarship, and descriptive accounts of UN politics to develop three different perspectives on the central **dynamics** of global consensus building: formal institutions, strategic **bargaining**, and informal networking. The contributions of these perspectives are synthesized into a framework which contains...

...direct impact on whether or not a consensus will be reached in the UN context: **negotiating** groups, leadership, issue salience, brokers, informal contacts, and personal characteristics. Third, the dissertation offers a...

...tested in other international organizations and global conferences, thereby further advancing our understanding of the **dynamics** of global consensus building more generally.

20/3,K/18 (Item 8 from file: 35)
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01672671 ORDER NO: AAD99-11265

TWO-LEVEL GAMES AND THE EUROPEAN COMMUNITY: UNDERSTANDING DOMESTIC-INTERNATIONAL LINKAGES (GAME THEORY)

Author: SCULLY, ROGER MICHAEL

Degree: PH.D.

Year: 1998

Corporate Source/Institution: THE OHIO STATE UNIVERSITY (0168)

Source: VOLUME 59/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3955. 184 PAGES

...episode in the European Union.

The theoretical analysis explores both the specific model of international **bargaining** that has been derived from the two-level games approach, and the broader conceptualization of domestic-international linkages which the approach presents. I argue that the model of **bargaining** requires significant adjustment, to allow for the alternative decision rules--unanimity and majority--which operate in the numerous instances of **multilateral** international negotiations. Through the development of an alternative model, I demonstrate that Putnam's argument that domestic

political weakness generate greater international **bargaining** strength is correct only under conditions of a unanimity rule, and that the opposite conclusion...

...a single European currency, the British government--constrained by domestic political divisions from taking a **flexible bargaining** position--was out-maneuvered in the early stages of the **bargaining** process by the operation of a de facto majority rule. The highly important agenda-setting...

20/3,K/19 (Item 9 from file: 35)

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01671094 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.

ESSAYS IN APPLIED THEORY OF SEARCH AND MATCHING (TRADE, CITIES, WAGES)

Author: CARRASCO, BRUNO

Degree: PH.D.

Year: 1998

Corporate Source/Institution: UNIVERSITY OF ESSEX (UNITED KINGDOM) (0873
)

Source: VOLUME 60/01-C OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 34.

...findings support increasing returns via a turnover externality. No sensitive assumption on the reduced form **dynamics** is required to sustain our results.

Chapter 3 considers an equilibrium turnover model whereby workers...

...depend on the state of the labour market at the time of hiring.

Inserting wage **bargaining** into a framework similar to that in Chapter 2, a minimum wage is shown to...

...term, wage-employment correlation is possible.

Finally, in Chapter 4 a technical note considers a **two - sided** matching model with a distribution of heterogeneous agents. As it takes time to find the...

20/3,K/20 (Item 10 from file: 35)

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01612292 ORDER NO: AAD98-11798

THE DOMESTIC POLITICS OF INTERNATIONAL REGULATORY POLICY: THE REGULATORY INSTITUTIONS FOR TRADE IN AVIATION SERVICES

Author: RICHARDS, JOHN EDWARD

Degree: PH.D.

Year: 1997

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, SAN DIEGO (0033)

Source: VOLUME 58/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4055. 395 PAGES

...From 1945 to the late 1970's, the aviation regime provided a set of complicated **multilateral** and **bilateral** rules which created a de facto cartel in international aviation services. Supported by powerful domestic

...

...of both firms and politicians. Put differently, firm endogenize both domestic politics and international market **dynamics** when launching strategies, while politicians endogenize international **bargaining**

dynamics when launching strategies designed to secure policy outcomes favorable to domestic constituents. The analysis thus...

20/3,K/21 (Item 11 from file: 35)
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01564453 ORDER NO: AAD97-22158

NEGOTIATORY ALCHEMY: THE COURT SPECIAL MASTER AS SCIENTIST AND MEDIATOR (DISPUTE RESOLUTION, JUDICIAL OFFICER, CALIFORNIA)

Author: KELLER, DAVID BRUCE

Degree: PH.D.

Year: 1997

Corporate Source/Institution: THE UNION INSTITUTE (1033)

Source: VOLUME 58/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 566. 323 PAGES

...integration of this triad of seemingly disparate roles (special master, scientist, and mediator), in the **dynamic** process of achieving regulatory closure and financial settlement leading to a final court judgment. The...

...a framework of negotiated consensus could be effected in the otherwise litigious context of advocacy **bargaining**.

The qualitative data collection in this action research study included direct participation, observation, and preparation...

...the negotiatory aspects of the process, and whether innovative use of integrative or mutual gains **bargaining** (mediation), could be assimilated into a distributive or zero-sum **bargaining** construct (litigation). The triad of special master roles, which could be translated as arbiter-expert

...

...author developed a more non-partisan, as opposed to neutral role, while managing a complex, **multi - party** public dispute. Conflict was creatively resolved around legal, regulatory, scientific, and interpersonal issues. Consensus-building...

20/3,K/22 (Item 12 from file: 35)
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01527829 ORDER NO: AAD97-04548

MANAGING POLITICAL EXCHANGE: MULTILATERALISM IN GLOBAL TRADE POLICY

Author: SHERMAN, RICHARD SCOTT

Degree: PH.D.

Year: 1996

Corporate Source/Institution: UNIVERSITY OF WASHINGTON (0250)

Source: VOLUME 57/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4111. 201 PAGES

...which prohibits preferential application of trade barriers. Despite its centrality to trade policy coordination, the **multilateral** system does not monopolize international trade policy interactions. Powerful states can circumvent the system by conducting negotiations outside of the GATT/WTO and by selective application of **multilateral** rules. Thus the conduct of international politics by powerful states within the institutional context, which imposes constraints on **bargaining** power, is puzzling. I argue that institutional restrictions on power are employed to overcome impediments...

...domestic-level political pressure. I find that powerful states prefer to constrain their use of **bargaining** power in negotiations with weaker states when the latter are subject to capture by domestic interest groups. When a weak **negotiating** partner has a more competitive political system, powerful states prefer extrainstitutional negotiation, which permits unconstrained deployment of power. Examining the **dynamic** properties of institutionally constrained trade negotiation, I find that the reciprocity rule contributes to the...

...In industries especially susceptible to large random shocks, powerful states have effectively suspended application of **multilateral** rules. Rule-adherence in the **multilateral** system has declined as intra-industry trade has come to predominate in industrial-country trade patterns. Despite efforts at institutional reform in the **multilateral** system, powerful states have continued to apply its rules selectively, and they are expected to...

20/3,K/23 (Item 13 from file: 35)
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01527725 ORDER NO: AAD97-04202
POLITICAL INNOVATION AND POLITICAL SURVIVAL: COALITION POLITICS, FREE DEMOCRATS, AND GERMANY'S CENTRIST FOREIGN POLICY, 1969-1990

Author: HANTERMAN, CHRISTOPH
Degree: PH.D.
Year: 1996
Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, SANTA BARBARA (0035)
Source: VOLUME 57/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4118. 630 PAGES

The political **dynamics** of **multiparty** governments are traditionally associated with generating governmental instability, ideological polarization, and political weakness, resulting in...

...promote a coherently reformist and activist foreign policy agenda? Most observers explain the moderate and **multilateral** tone of German foreign policy with systemic pressures or public opinion. This study accounts for ...

...to international cooperation and multilateralism; and the effects of coalition politics on Germany's international **bargaining** position. The investigation is limited to historical instances that fulfill two conditions: (1) Polarization of...

...issues; and (2) paralysis in Germany's decision-making process.

The study finds that the **dynamics** of German coalition politics had several effects: First, they supported a cooperative and **multilateral** pursuit of foreign policy goals. Second, they assisted the two main parties (SPD and CDU...

...to successfully pursue both political centrism and pragmatism.

Taken together these points suggest that the **dynamics** of coalition politics may equip a political system with both enhanced international **bargaining** power and the ability to pursue a reformist and activist foreign policy. This finding is counter-intuitive and discredits the thesis that **multiparty** government must lead to paralysis and indecision.

20/3,K/24 (Item 14 from file: 35)

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01503624 ORDER NO: AAD96-28259

MODELING AND REAL-TIME SIMULATION OF TWO - PARTY NEGOTIATIONS: AN INTEGRATED FUZZY LOGIC APPROACH

Author: WASFY, AYMAN MOHAMED

Degree: PH.D.

Year: 1996

Corporate Source/Institution: UNIVERSITY OF CENTRAL FLORIDA (0705)

Source: VOLUME 57/05-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3360. 243 PAGES

MODELING AND REAL-TIME SIMULATION OF TWO - PARTY NEGOTIATIONS: AN INTEGRATED FUZZY LOGIC APPROACH

...identified, through empirical research and negotiation experience, as being of importance in the structure and **dynamics** of negotiations.

In this dissertation, a new quantitative model of **two - party** negotiation that overcomes many of the shortcomings of game-theoretic and non-game-theoretic models...

...such as negotiator power, concession force, and resistance force.

The model is the basis for **NEGOTIATE**, a computer-based, real-time, generic simulation language which generates complex and more realistic negotiation...

...negotiation training and experimentation. The model is verified through computer simulation runs of multiple-issue, **two - party** negotiations and results are consistent with established negotiation theories. In addition, new theory is introduced...

...of running complex scenarios for which no theoretical outcome was ever suggested. An application of **NEGOTIATE** that demonstrates its value as a tool for discovery in experimental negotiations is presented. The...

20/3,K/25 (Item 15 from file: 35)

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01489137 ORDER NO: AADAA-I9620812

THE INTERACTIONAL DYNAMICS OF DEMONSTRATIVES: THE EMERGENCE OF SE AS A DEFINITE ARTICLE IN SPOKEN FINNISH

Author: LAURY, RITVA

Degree: PH.D.

Year: 1995

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, SANTA BARBARA (0035)

Source: VOLUME 57/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1119. 267 PAGES

THE INTERACTIONAL DYNAMICS OF DEMONSTRATIVES: THE EMERGENCE OF SE AS A DEFINITE ARTICLE IN SPOKEN FINNISH

...the use of se and the other two Finnish demonstratives, tama and tuo, in eight **multi - party** conversations. It is shown that the use of demonstratives in conversation is much more **dynamic** than has been previously suggested. Speakers of Finnish use demonstratives to focus attention on important referents and to express and **negotiate** access to them in the interactive context of ongoing talk, and not primarily to talk...

20/3,K/26 (Item 16 from file: 35)
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01421789 ORDER NO: AADAA-I9521769
BUSINESS CYCLE PHENOMENA OF THE LABOR MARKET: THE TRANSACTIONS COST APPROACH TO UNEMPLOYMENT IN GENERAL EQUILIBRIUM

Author: MERZ, MONIKA
Degree: PH.D.
Year: 1994
Corporate Source/Institution: NORTHWESTERN UNIVERSITY (0163)
Source: VOLUME 56/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1068. 129 PAGES

...growth model. A competitive labor market is replaced by one in which trade frictions and **bilateral** wage-**bargaining** matter. Specifically, job-worker matches form at rates determined by the workers' search and employers...

...surplus that provides the returns to these investments is determined as the outcome of a **bilateral** bargain. This new analytical environment permits a quantitative test of the qualitative implications that search...

...evidence of the magnitude of the wage-elasticity of labor supply in connection with the **dynamic** correlation between hours worked and labor productivity. Introducing search for a job-match as another...

20/3,K/27 (Item 17 from file: 35)
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01396721 ORDER NO: AADMM-90304
INTERNATIONAL REGIME FORMATION: OZONE DEPLETION AND GLOBAL CLIMATE CHANGE
Author: BUSMANN, NADINE ELLINOR
Degree: M.A.
Year: 1994
Corporate Source/Institution: QUEEN'S UNIVERSITY AT KINGSTON (CANADA) (0283)
Source: VOLUME 33/02 of MASTERS ABSTRACTS.
PAGE 416. 273 PAGES
ISBN: 0-315-90304-X

...is the most compelling.

This thesis offers a preliminary assessment of the policy-making/institutional **bargaining** process: patterns of interstate behaviour are evolving toward broader forms of cooperation, at least in...

...an increasingly fragmented international system, in understanding alternatives to standard forms of cooperation such as **bilateral** agreements and ad hoc processes.

An examination of both neorealism and neoliberal institutionalism, embodied by...

...four approaches to regime formation, demonstrates that neither has sufficient scope to account for contextual **dynamics** in either the ozone depletion or global climate change regime formation processes.

20/3,K/28 (Item 18 from file: 35)
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01388859 ORDER NO: AAD95-01957

BEYOND ASSERTIVE TECHNONATIONALISM: THE STATE, MARKET, AND TECHNOLOGY POLICY IN SOUTH KOREA (R&D INVESTMENT, INFRASTRUCTURAL SUPPORT)

Author: KIM, SANG-TAE

Degree: PH.D.

Year: 1994

Corporate Source/Institution: UNIVERSITY OF KENTUCKY (0102)

Source: VOLUME 55/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2554. 216 PAGES

...explore this neglected dimension by analyzing the role of the Korean state in the evolutionary **dynamics** of science-and-technology development.

Findings of the study indicate that technology development in South...

...of cutting-edge foreign technology congruent with developmental goals, to reduce technological dependency through diversification, **bilateral bargaining**, and domestic structural adjustment, and to promote technology exports. Through its pursuit of assertive technonationalism...

...and the private sector, a shifting international technological environment, the rise of technoglobalism, and the **dynamics** of the technology life-cycle have radically reduced the importance of the state in picking...

20/3,K/29 (Item 19 from file: 35)

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01361253 ORDER NO: AADNN-85431

ESSAYS ON BANKING (PRICE COMPETITION, RELATIONSHIP BANKING, INTEREST MARGIN)

Author: WONG, KIT PONG

Degree: PH.D.

Year: 1993

Corporate Source/Institution: THE UNIVERSITY OF BRITISH COLUMBIA (CANADA) (2500)

Source: VOLUME 55/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 317. 98 PAGES

ISBN: 0-315-85431-6

...and the lending instruments are loan commitments. Under relationship banking both banks and borrowers have **bargaining** power. The borrowers have substantial **bargaining** power when the costs of **switching** banks are small. In this case, it pays the banks to charge interest rates below...

...banking is second-best since under investment results in solving the asset substitution problem. The **multilateral** credit transactions permitted by price banking impose negative externalities to existing loans by inducing the...

20/3,K/30 (Item 20 from file: 35)

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01349614 ORDER NO: AAD94-12421

THE POLITICAL ECONOMY OF ENVIRONMENTAL CITIZEN GROUPS (INTEREST GROUPS)

Author: LOWRY, ROBERT CHARLES

Degree: PH.D.

Year: 1993

Corporate Source/Institution: HARVARD UNIVERSITY (0084)

Source: VOLUME 54/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4242. 326 PAGES

...and altruism. Transactions between agents and large patrons are characterized by segmented markets, resulting in **bilateral bargaining** power. Large private foundations are most likely to have monopsonistic power, but the evidence does...

...fail to account for these differences may misinterpret agent behavior. Citizen groups are also less **flexible** than textbook profit-seeking firms. Relative allocations are most likely to change when marginal agent...

20/3,K/31 (Item 21 from file: 35)

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01337493 ORDER NO: AAD94-08245

ESSAYS ON MECHANISM DESIGN (BARGAINING GAMES, INCENTIVE EFFICIENT)

Author: SHIN, MIN HO

Degree: PH.D.

Year: 1993

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, LOS ANGELES (0031)

Source: VOLUME 54/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3840. 161 PAGES

ESSAYS ON MECHANISM DESIGN (BARGAINING GAMES, INCENTIVE EFFICIENT)

The first essay in Chapter 2 is on two-person multi-stage **bargaining** games of complete information. The **dynamic** strategic approach suffers from an artificial asymmetry introduced by a particular sequence of offers and...

...P.E. (resp. Nash (noncooperative) Equilibrium) offer strategies of the players in sequential simultaneous-offers **bargaining** games that generate the P.E. outcomes of these mechanisms, which suggests that we can approximate the behavior of individuals in sequential simultaneous-offers **bargaining** games based on the results we get on these mechanisms representing sequential **bargaining** games of symmetric procedure. We also show that a proper way of showing noncooperative justification of the cooperative Nash **Bargaining** Solution is to examine the limit of P.E. when the discounting factors of the...

...in other papers.

In Chapter 3, we apply mechanism design to a static two-person **bargaining** game of **two - sided** incomplete information. It has been shown in Myerson and Satterthwaite (1983) and others that if...

20/3,K/32 (Item 22 from file: 35)

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01332507 ORDER NO: AAD94-04288

THE US-JAPAN SEMICONDUCTOR TRADE ARRANGEMENT: POLITICAL ECONOMY, GAME THEORY, AND WELFARE ANALYSES (UNITED STATES JAPAN, JAPAN, TRADE)

Author: DOHLMAN, PETER ANDERS

Degree: PH.D.

Year: 1993

Corporate Source/Institution: DUKE UNIVERSITY (0066)

Source: VOLUME 54/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3528. 279 PAGES

...the failure of good intentions. Discussion focuses on the effects of the Arrangement on the **Dynamic** Random Access Memory (DRAM) market.

First, a political economy approach is employed to show that...

...proposed during the negotiation of the 1986 Arrangement. Threatened US antidumping duties were rejected by **negotiating** parties in favor of price floors because this shifted rents from the US Government and...

...1986 Agreement and represents one of the first efforts to calculate the welfare effects of **bilateral** agreements in third countries. Data from wide-ranging sources include previously unpublished series.

20/3,K/33 (Item 23 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01332401 ORDER NO: AAD94-03899

PRICES IN DYNAMIC MARKETS (AUCTIONS)

Author: AVERY, CHRISTOPHER NORIO

Degree: PH.D.

Year: 1993

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Source: VOLUME 54/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3546. 168 PAGES

PRICES IN DYNAMIC MARKETS (AUCTIONS)

...dissertation study the theoretical origins of market prices. Their unifying motivation is to emphasize the **dynamic** nature of market adjustments and strategic interaction in models of price formation. Many recent game...

...without any need for adjustment or jockeying over time. These essays identify conditions that require **dynamic** effects to produce equilibrium prices and identify the implications of **dynamic** strategies on the efficiency of the resulting allocations and prices of goods. Chapter 2 studies...

...run but must die out in the long-run. Chapter 4 argues that offers in **two party** negotiations provide option values if the recipient of an offer may receive new information while...

...factors which lead to multiple equilibria and thus delayed agreements in the standard complete information **bargaining** model. Chapters 3, 4 and 5 are co-authored with Peter Zemsky.

20/3,K/34 (Item 24 from file: 35)

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01296780 ORDER NO: AAD93-18898

ICANS: AN INTERACTIVE COMPUTER-ASSISTED MULTIPARTY NEGOTIATION SUPPORT SYSTEM

Author: THIESSEN, ERNEST MARVIN

Degree: PH.D.

Year: 1993

Corporate Source/Institution: CORNELL UNIVERSITY (0058)

Source: VOLUME 54/02-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 991. 171 PAGES

ICANS: AN INTERACTIVE COMPUTER-ASSISTED MULTIPARTY NEGOTIATION SUPPORT SYSTEM

...the process of negotiations and describes a methodology that can be used to assist complex, **dynamic**, multiissue, **multiparty** negotiation problems. Also described is the theoretical background of this methodology and the research that...

...ICANS to agree on specific definitions for the issues and each party must enter a **bargaining** range for each issue. Most other data requirements are relatively **flexible**. ICANS provides several ways for the user to specify his/her preferences. These include defining...

20/3,K/35 (Item 25 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01224134 ORDER NO: AAD92-18808

RURAL CREDIT IN NORTHERN NIGERIA

Author: UDRY, CHRISTOPHER

Degree: PH.D.

Year: 1991

Corporate Source/Institution: YALE UNIVERSITY (0265)

Source: VOLUME 53/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 566. 291 PAGES

...and tested. A competitive model explores the general equilibrium consequences of contingent contracts in a **dynamic** setting. The prices required to support a Pareto efficient allocation are derived, yielding predicted transactions...

...econometric model in which the quantitative importance of state-contingent payments is confirmed.

Second, a **bilateral** model investigates in detail the relationship between a borrower and a lender. The terms of...

...nature, the other may default on its obligations. Econometric implications are derived from the Nash **bargaining** solution and, again, the presence of state-contingent payments is confirmed.

This research is based...

20/3,K/36 (Item 26 from file: 35)

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01216806 ORDER NO: AAD92-13505

INTERNATIONAL STRUCTURES, INSTITUTIONS, AND THE POLITICS OF UNITED STATES TRADE POLICY: ALTERNATIVE LIBERALIZATION STRATEGIES IN THE 1980S

Author: MARTIN, PIERRE

Degree: PH.D.

Year: 1991

Corporate Source/Institution: NORTHWESTERN UNIVERSITY (0163)

Source: VOLUME 52/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4465. 316 PAGES

...on related issues.

International diffusion of economic power, capital mobility and imperfect competition reduced the **multilateral bargaining** strength of the U.S. and increased the appeal of unilateralism and **bilateralism**. Change in U.S. security priorities from alliance cohesion to technological autonomy contributed to this...

...on industrial policies. The effects of the normative dimension of emerging trade issues on the **dynamics** of U.S. policy making is also emphasized in the case study and quantitative analyses...

20/3,K/37 (Item 27 from file: 35)
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01176536 ORDER NO: AAD91-30497

SUPERPOWER RIVALRY IN THE THIRD WORLD, 1948-1978: A SYSTEMATIC ANALYSIS OF THE DYNAMICS OF THE U.S.-SOVIET FOREIGN POLICY INTERACTION AND ITS CONSEQUENCES (UNITED STATES-SOVIET UNION)

Author: KIM, TAEHYUN
Degree: PH.D.
Year: 1991
Corporate Source/Institution: THE OHIO STATE UNIVERSITY (0168)
Source: VOLUME 52/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1883. 239 PAGES

SUPERPOWER RIVALRY IN THE THIRD WORLD, 1948-1978: A SYSTEMATIC ANALYSIS OF THE DYNAMICS OF THE U.S.-SOVIET FOREIGN POLICY INTERACTION AND ITS CONSEQUENCES (UNITED STATES-SOVIET UNION)

...Richardson (1960), and supplemented by insights from the literature on Comparative Foreign Policy and crisis **bargaining**, the model represents a conceptual framework describing the superpower competition as a series of highly competitive confrontations by both superpowers bearing problematic consequences for regional conflict and **bilateral** superpower relationships. The model is analyzed using regression method and thirty-one time-series observations...

...to manage their competition and local conflict and prevent escalation of local conflicts into direct, **bilateral** crises, especially in the regions of high interest-symmetry. Such a finding is interpreted as...

20/3,K/38 (Item 28 from file: 35)
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01172876 ORDER NO: AAD91-27919

INTERNATIONAL TRADE AGREEMENTS AND GATT RULES: A GAME-THEORETIC APPROACH (GAME THEORY, TRADE AGREEMENTS)

Author: LUDEMA, RODNEY D.
Degree: PH.D.
Year: 1990
Corporate Source/Institution: COLUMBIA UNIVERSITY (0054)
Source: VOLUME 52/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1471. 81 PAGES

...forever and are always followed by mutual liberalization. The second chapter advances a model of **multilateral** trade negotiations to analyze the effects of the most-favored-nation clause (MFN) on international trade agreements. Negotiations are modeled in a three player,

non-cooperative, dynamic bargaining framework that admits the possibility of both bilateral and multilateral agreements. The central result is that bargaining in the presence of MFN results in Pareto efficient, mutually advantageous, multilateral trade agreements. The free-rider problem commonly attributed to the presence of MFN does not...

20/3,K/39 (Item 29 from file: 35)
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01141771 ORDER NO: AAD91-03682

ESSAYS ON INTERNATIONAL DEBT NEGOTIATIONS: A GAME-THEORETIC APPROACH (DEBT)
Author: FERNANDEZ ARIAS, EDUARDO
Degree: PH.D.
Year: 1990
Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, BERKELEY (0028)
Source: VOLUME 51/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 3149. 263 PAGES

...the international debt negotiations between debtor countries and the bank consortium.

The first essay, "A Dynamic Bargaining Model of Sovereign Debt," sets up a bargaining game where a debtor country repeatedly holds rescheduling negotiations with the bank consortium. It is...

...better outcomes. The essay also analyzes the effect of various classes of aid policies of multilateral agencies on the negotiation outcome and their effectiveness in relieving the debtor's burden.

The...

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01122758 ORDER NO: AAD90-29033

INITIAL PUBLIC OFFERINGS (UNDERWRITING SYNDICATES, BILATERAL MONOPOLY)
Author: STERNBERG, THEODORE DORON
Degree: PH.D.
Year: 1989
Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, BERKELEY (0028)
Source: VOLUME 51/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1721. 101 PAGES

INITIAL PUBLIC OFFERINGS (UNDERWRITING SYNDICATES, BILATERAL MONOPOLY)

...three essays on initial public offerings (IPOs). Rationing, Asymmetric Information and Underwriting Cartels explores the dynamics of underwriting syndicates and contrasts their properties with those of traditional, textbook, cartels. The second essay, Bilateral Monopoly and the Dynamic Properties of Initial Public Offerings, focuses on the relationship between an IPO issuer and its...

...explain several remarkable empirical regularities, all of which are related to the adjustment of a bargaining solution to the arrival of information. Initial Public Offering Signaling: New Approaches and Tests grows...

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01122221 ORDER NO: AAD90-27439

BILATERAL MONOPOLY IN THE SHIPBUILDING INDUSTRY: A STUDY OF WAGE-RATE DETERMINATION

Author: WOODHEAD, GREGORY

Degree: PH.D.

Year: 1990

Corporate Source/Institution: UNIVERSITY OF NEW HAMPSHIRE (0141)

Source: VOLUME 51/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1720. 353 PAGES

BILATERAL MONOPOLY IN THE SHIPBUILDING INDUSTRY: A STUDY OF WAGE-RATE DETERMINATION

The primary goal of this dissertation is to explicate the **dynamic** factors that influence the outcome of collective **bargaining** when a strong union with monopoly power over the supply of labor faces an employer exercising monopsony power over the demand for labor. A significant characteristic of the **bilateral** monopoly model is the indeterminacy of both the wage level and the quantity of labor...

...range of possible outcomes, but the final outcome is determined by the process of collective **bargaining**. The research methodology requires an examination of wage-rate determination in the U.S. shipbuilding...

...both qualitative and quantitative methods of research, a clearer picture emerges of how well the **bilateral** monopoly model explains the determination of wages in the shipbuilding industry. The case study focuses on the tactics and strategies which contribute to the enhancement or diminution of "bargaining power" throughout the collective **bargaining** process. The econometric model quantifies the wage settlements of individual union contracts and relates these to both local labor market conditions and the **bargaining** environment which prevailed during the life of the previous contract and during the **bargaining** period. The econometric model tests: (1) whether the negotiated changes in wages in the U...

...time; and (2) the extent to which local labor market forces, consumer price inflation, and **bargaining** environment affect wage settlements.

20/3,K/42 (Item 32 from file: 35)

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01109306 ORDER NO: AAD90-17031

A PRACTICAL THEORY OF NEGOTIATION FOR PLANNERS

Author: TAYLOR, THOMAS A.

Degree: PH.D.

Year: 1989

Corporate Source/Institution: VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (0247)

Source: VOLUME 51/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 658. 299 PAGES

...formulate a "practical theory" for practicing planners, trainers, and researchers seeking to understand how to **negotiate** more effectively.

The theory statement is presented on two levels. First, two general conceptual frameworks for understanding the process and **dynamics** of negotiation are formulated. Key and subvariables identified in the literature are divided into: (a...

...model provides the planner/negotiator with a useful guide for addressing the complex, multi-issue, **multi - party** conflicts that too often thwart public and private efforts needed for community progress. The model...

20/3,K/43 (Item 33 from file: 35)
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1016171 ORDER NO: AAD88-16215
DYNAMIC BILATERAL TARIFF GAMES, AN ECONOMETRIC ANALYSIS
Author: PETERSEN, CHRISTIAN ETTRUP
Degree: PH.D.
Year: 1988
Corporate Source/Institution: UNIVERSITY OF PENNSYLVANIA (0175)
Source: VOLUME 49/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1527. 250 PAGES

DYNAMIC BILATERAL TARIFF GAMES, AN ECONOMETRIC ANALYSIS

...C. and the Pacific Basin. Methods from optimal control and game theory are used. Optimal **bilateral** tariff rates are computed under the assumption of no retaliation. Later, retaliation is introduced drawing...

...the Nash and Stackelberg equilibrium concepts. Economic policy coordination is proposed in the context of **bargaining** theory. Cheating is considered as well as games, in which two of the three players...

...regarding the qualitative results.

A framework is constructed for analysis of the global impact of **bilateral** import tariffs. The methodology necessary for **dynamic** optimization of large-scale econometric models is developed. An algorithm is devised for the solution of **dynamic** Nash games. A solution method for Stackelberg games and hierarchical games is discussed. The computational problems involved in **bargaining** models are solved. The current supercomputer implementation is described in detail in an appendix.

The...

20/3,K/44 (Item 34 from file: 35)
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951230 ORDER NO: AAD87-08826
DETERMINANTS OF U.S. MIDEAST ARMS SALES POLICY: A COMPARATIVE CASE STUDY (MIDDLE EAST, UNITED STATES)
Author: BURKE, JOSEPH GEORGE
Degree: PH.D.
Year: 1986
Corporate Source/Institution: UNIVERSITY OF DENVER (0061)
Source: VOLUME 48/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 214. 297 PAGES

...to determine their perceptions of the significance of selected variables, major arguments, bureaucratic coalitions, and **bargaining** techniques that affected each case.

Our analysis revealed that three issues predominate during a presidential decision. These include perceptions concerning the importance of the **bilateral** relationship to U.S. interests, the degree of previous U.S. commitment to approve the...

...stage of the decision involves different actors, changing importance of individual variables, and unique organizational **dynamics**, a complicated pattern of causal factors emerged.

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948251 ORDER NO: AAD87-07258

POWER AND TACTICS IN ASYMMETRICAL NEGOTIATION (BARGAINING)

Author: HABEEB, WILLIAM MARK

Degree: PH.D.

Year: 1986

Corporate Source/Institution: THE JOHNS HOPKINS UNIVERSITY (0098)

Source: VOLUME 47/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4507. 329 PAGES

POWER AND TACTICS IN ASYMMETRICAL NEGOTIATION (BARGAINING)

This dissertation is a study of power in asymmetrical **bilateral** negotiation, defined as negotiation in which the aggregate resources and capabilities of the two states...

...the development of a framework of power which allows for a better understanding of the **dynamics** of asymmetrical negotiation. Power is presented as a three-dimensional concept: Aggregate structural power is...

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928220 ORDER NO: AAD86-20429

MACROECONOMIC POLICY IN A TWO - PARTY SYSTEM (CREDIBILITY, REPUTATION, BUSINESS CYCLE, VOTING, REPEATED GAMES)

Author: ALESINA, ALBERTO FRANCESCO

Degree: PH.D.

Year: 1986

Corporate Source/Institution: HARVARD UNIVERSITY (0084)

Source: VOLUME 47/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2238. 180 PAGES

MACROECONOMIC POLICY IN A TWO - PARTY SYSTEM (CREDIBILITY, REPUTATION, BUSINESS CYCLE, VOTING, REPEATED GAMES)

...the constituency they represent. It is shown that if discretionary policies are followed by the **two parties**, the result implying policy convergence based on the "median voter theorem" breaks down because of **dynamic** inconsistency. In fact, the parties announce convergent platforms in order to increase their chances of...

...policy. Thus, if there are no commitments to electoral platforms, the policies followed by the **two parties** are divergent. For the case of the inflation/unemployment dilemma this divergence implies business fluctuations...

...analysis is that these economic fluctuations, which could be costly, can be avoided if the **two parties** commit to an appropriately defined policy rule. This rule is explicitly characterized as the result of a **bargaining** process between the **two parties**, in which the more popular party can

impose an agreement closer to its views. If...

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818008 ORDER NO: AAD83-18707

WAGE DETERMINATION UNDER LONG-TERM LABOR CONTRACTS

Author: ABRAHAM, JESSE MICAH

Degree: PH.D.

Year: 1983

Corporate Source/Institution: PRINCETON UNIVERSITY (0181)

Source: VOLUME 44/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1163. 172 PAGES

...of the U.S. labor market is derived, and used to study the short-run **dynamics** of a disinflation in aggregate nominal unit labor costs. Given the existing institutional structure, **dynamic** simulations are used to find the alternative wage paths generated by different degrees of wage...

...that workers desire 'relative wage insurance' against bad economic shocks. The income redistribution between different **negotiating** groups is evaluated and compared for different simulations. It is shown that the redistribution has...

...with a firm profit function to give a joint process for wages and employment. The **bilateral** monopoly problem is dealt with by assuming the wage falls on a contract curve determined jointly with a **bargaining** power parameter. Unlike previous work this model permits feedback effects from past union/firm decisions...

...affect current decisions. The results are also conditioned on expectations of future economic conditions. The **dynamic** firm/union optimization model is solved using the statistical methods of linear optimal control theory...

20/3,K/48 (Item 38 from file: 35)
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737886 ORDER NO: AAD81-02997

PROPERTIES OF SOLUTION CONCEPTS FOR N-PERSON COOPERATIVE GAMES

Author: RABIE, MOHAMED A.

Degree: PH.D.

Year: 1980

Corporate Source/Institution: CORNELL UNIVERSITY (0058)

Source: VOLUME 41/08-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3154. 76 PAGES

...if a game is played by "rational players." There are several solution concepts defined for **multiperson** cooperative games such as the VN-M solution (stable sets), the core, the Shapley value and the **bargaining** sets.

The most basic and challenging theoretical question regarding the VN-M solution has been...

...with empty cores. In Chapters 2 and 3 we introduce three games with core dimension 0 (empty core), 1 and n-1 (full dimension core) which have no solutions.

obtained from 45 of the 50 state correctional systems in the United States through a mailed survey.

Mean correctional officer wages (minimum, maximum and average non-probationary wages) were compared by collective bargaining status. The results indicated no statistical difference; however, mean minimum correctional officer wages were 5 percent higher for agencies with collective bargaining. Mean maximum wages were 3 percent higher for non-collective bargaining agencies and overall the mean average wages were .6 percent higher for those agencies with collective bargaining.

The dependent variables (three levels of wages) were then regressed against the other variables to determine which variables might contribute significantly to the explanation of wage variance. When mean maximum wage was utilized as the dependent variable, U.S. Census region accounted for about 10 percent of the variance. When mean minimum and mean average wages were utilized as dependent variables, none of the variables accounted for a significant amount of the variance.

In the area of fringe benefits a typology of six types of fringe benefits was utilized to examine a total of 35 fringe benefits. These typology types were also summed into a composite fringe index score. The results of this analysis by collective bargaining status revealed that state correctional agencies with collective bargaining had significantly higher fringe benefits than did agencies without collective bargaining. Further analysis of each of the six typology **types** by collective **bargaining** status added information about fringe **benefits** significance.

Using stepwise regression analysis with composite fringe index score as the dependent variable found collective bargaining status accounting for nearly 30 percent of the overall variance.

The variables of U.S. Census region, department size and administrative structure were then analyzed by composite fringe index score. While department size and administrative structure were not statistically significant, U.S. Census region was. The analysis of composite fringe index score by U.S. Census region revealed that the highest fringe benefit scores were in the Northeast and North Central regions (where collective bargaining is also most frequent) and the lowest fringe benefit scores were in the South and West regions.

23/7/15 (Item 1 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00119344 DOCUMENT TYPE: Review

PRODUCT NAMES: Amazon Auctions (745901); Yahoo! Auctions (767832);
FirstAuction (743704); Egghead Auctions (773271); eBay (736414)

TITLE: **savvy shopper: Sold! How to Win at Web Auctions**
AUTHOR: McDonald, Glenn
SOURCE: PC World, v17 n8 p195(7) Aug 1999
ISSN: 0737-8939
HOMEPAGE: <http://www.pcworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Comparison
GRADE: Product Comparison, No Rating

Web site auctions are compared for **auction type**, special features, **advantages**, functions, and overall ratings. Amazon Auctions, a person-to-person auction, is an attractive site but has fewer products for sale than eBay and Yahoo! Auctions. eBay, also person-to-person, specializes in all types of goods and is unequivocally the best designed

and best stocked auction. It has no direct competitor, if quality of site, value-added features, and selection of goods are the criteria. Egghead Auctions offers computer equipment and has good, but perhaps last-year's, devices and software. Its interface is awkward and confusing, and no proxy bidding is allowed. Auction tracking tools could be better. Internet Shopping Network's FirstAuction is a merchant network that specializes in household goods, collectibles, and jewelry, with a superior selection of furniture, clothes, jewelry, food, and other noncomputer products. No proxy bidding is permitted, and the site is reminiscent of the Home Shopping Network on TV. Onsales is a recommended merchant auction specializing in computer and office equipment, with many items, a speedy and logical interface, and many item tracking and help features. Proxy bidding should be easier. UBid, a merchant auction specializing in computer equipment, provides many types of products and has a convenient auction tracker. Its item descriptions vary too much in quality. Proxy bidding is partly supported. Yahoo! Auctions specializes in toys, collectibles, and flea market items, with a savvy interface, easy browsing, and a good selection of items.

REVISION DATE: 20010330

23/7/16 (Item 1 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
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07999544 NYT Sequence Number: 000000981026
'FUND-OF-FUNDS': A LOSING BET, BUT THERE CAN BE WAYS TO WIN
Wall Street Journal, Col. 5, Pg. 1, Sec. C
Monday October 26 1998

ABSTRACT:

Fund Track column finds so-called funds-of-funds, which invest in portfolio of mutual funds, tend to underperform similar **types** of funds, **trading** returns for reduced **risk** through diversification; notes many carry costs topping 8% of amount invested (M)

23/7/17 (Item 1 from file: 583)
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04218775
OECD STUDY FAVOURS AUTOMATION FOR SECURITIES MARKETS
WORLD - OECD STUDY FAVOURS AUTOMATION FOR SECURITIES MARKETS
Banking Technology (BTY) 0 April 1991 p6
ISSN: 0266-0865

Europe: Computerised settlement **techniques** and automated **trading** can help cut systemic **risks** in the securities markets, according to a study on such risks by the Committee on Financial Markets of the OECD. The study was commissioned following the 1987 crash, and points to counter-inflationary policy as a means to dampen excess buoyancy and volatility in markets for securities, as well as the interests of govts in regulating and structuring the markets in order that they may absorb and manage shocks.
?

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01742499 Supplier Number: 42181223 (THIS IS THE FULLTEXT)

Rattling the chains

Airline Business, p24

July, 1991

ISSN: 0268-7615

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3434

TEXT:

The bilateral system came under attack on several fronts at the Airline Business conference on regulatory reform in Brussels on May 30 and 31. There was wide support for multilateral initiatives, despite the many difficulties they undoubtedly face.

"We need a revolution, and we have to lead it." That remark by Mathew Samuel, director corporate affairs at Singapore Airlines, sums up the broad consensus in favour of regulatory reform reached at Airline Business's conference, 'Beyond Bilaterals.'

A clear majority of speakers believed that the current bilateral system of negotiating air rights, in place for almost 50 years, has outlived its usefulness and no longer serves the needs of the airline industry, consumers, or the broader economy. Those speakers who supported bilateralism did so largely because they felt it still offered scope for further liberalisation, or because the difficulties of moving to open, multilateral regimes were too many and posed too many risks.

Speakers listed numerous factors which would force a change in air rights negotiation. Chief among them were the growing world trend towards the formation of economic blocks and trade zones, and greater appreciation of the importance of travel and tourism to the world economy.

Set against what European transport commissioner Karel van Miert called "this developing logic" was a host of problems. These included:

- * Ownership and nationality clauses in bilaterals;
- * Capacity constraints and the problem of allocation;
- * The prospect of renegotiating a host of existing agreements, while maintaining current rights, especially on cabotage and fifth freedoms;
- * Fears that multilateralism may be an economic power play by Europe and the US;
- * Safety, security and the environment;
- * The status of the 1944 Chicago Convention; and
- * Where new global regimes would spring from - the International Civil Aviation Organisation (ICAO), the General Agreement on Tariffs and Trade (GATT), or groups of like-minded nations.

The keynote speaker, EC transport commissioner Karel van Miert, set out to ask whether "a basic overhaul" of the global regulatory framework was needed. Citing major industry changes, he concluded that "the traditional bilateral system which was established back in 1944 is no longer adequate to regulate the aviation world of tomorrow."

Critical developments were changes in governments' policy objectives from government involvement to liberalisation and from protection to competition, and the EC's own developments on rights of establishment and freedom to provide services. Other factors included global airline alliances, CRS cooperation, capital needs, and issues of safety, security and the environment.

"All these make me believe that it is only a question of time before the traditional exchanges of traffic rights have lost their value," said van Miert. Achieving sufficient scope for airline expansion "can be better done in a multilateral rather than a bilateral framework."

Van Miert then moved on to discuss the conference's opening theme, and the most concerted multilateral move yet: the European Commission's proposal to take over negotiations with third countries by the end of 1992.

The completion of Europe's internal market will mean "it is not acceptable (that) national authorities are still responsible for the negotiation of traffic rights without a Community framework," asserted van Miert. "The only way to ensure fair and equal treatment of Community carriers . . . is to make the Community responsible for relations with third countries."

The EC Commission's air transport policy director, Frederik Sorensen, said the EC's status as a block trading partner was "already a reality" in economic life, in both industrial and services policy.

Sorensen offered the agreement between the European Free Trade Association (EFTA) nations and the EC on participation in the single air transport market as multilateralism in action, allowing "fair and equal opportunities (to) be exchanged."

"Will this continue?" asked Sorensen. Yes, he said, for two reasons. Legally, as soon as the internal market legislation is in place the Community has authority for external relations, even if this means only that individual states negotiate within a Community framework. And economically the EC was already a multilateral enterprise of 12 countries.

"Will this come overnight? I don't think so - existing agreements are safeguarded to some extent," said Sorensen, even if these agreements contained aspects contrary to EC philosophy. "This will have to be changed, but it will all be done in cooperation with other countries of the world."

Sorensen and van Miert aired the idea of using air cargo as a multilateral test ground. Van Miert said the Commission was drafting a report which would be taken up with third countries "on the basis of a balance of opportunities."

Werner Niester, Germany's director of civil aviation, and Colette Rivoal, director and coordinator of multilateral affairs at Air France, firmly reversed the momentum the conference was generating in favour of multilateralism. Niester was highly cautionary about EC joint negotiations, saying that there was as yet no agreement on key prerequisites such as objectives, procedures, and allocation. He said existing rights should be safeguarded. "I urgently warn against neglecting this, and destroying historically-grown regional market structures in order to gain purported Community advantages.

"I will not deny that these problems could be solved in the long run. I would dispute, however, that the groundwork required for a solution has already been done," said Niester. "One can only conclude that - at least at present - there does not exist a majority interest of negotiation partners regarding the negation of separate air traffic agreements and their inclusion in a global trade policy."

Rivoal also advised European caution, while admitting the need for a "new direction". Her key points were that European block negotiations should evolve and not be imposed, and that they should not be developed piecemeal; for example, experimenting first with fifth freedoms would be wrong. It was essential that airlines were involved with the EC, added Rivoal, citing a carrier study which "does not seem to favour community negotiations."

The conference then discussed how block negotiations might work in practice. Jonathan Scheele, head of the EC Commission's services section, made the important distinction between block negotiations and true multilateralism. "Bilateral negotiations between 'blocks' should not be confused with genuine multilateral negotiations where . . . benefits are extended equally to all parties to the negotiation." In this sense, he said, it is wrong to see EC block negotiations as being significantly different from the 700-plus air bilaterals between member states and third countries. "The Community would simply be negotiating as a single entity in place of 12 member states."

Scheele said the Commission had a 30-year tradition of third country negotiation, and had developed a system of checks and balances giving it the necessary flexibility but constraining it within directives of member states.

While the GATT Uruguay Round showed that the EC can negotiate on issues of trade in services, Scheele said it was foolish to think that every sector could be dealt with the same way. "We have therefore insisted on treating the aviation sector on the basis of special provisions which

recognise and deal with the peculiarities of the sector." But Scheele did not believe that air transport negotiations were inherently more difficult than other services sectors.

Daniel Tenenbaum, former French director general of civil aviation, offered several examples of multilateralism already working in air transport. These included the North Atlantic memorandum of understanding on fares, the two liberalisation packages agreed so far in Europe, and ICAO noise regulations. "Personally, I am convinced that one day or another we will come to a multilateral framework replacing the old, but useful, bilateralism established by the Chicago Convention," said Tenenbaum. The first "workshop" would certainly be the North Atlantic market. But he suggested large, informal discussions within the European Civil Aviation Conference (ECAC), in coordination with the EC, to prepare the ground.

Bashir Ahmad, international relations manager of Malaysia Airlines, summarised the penalties of the bilateral system - reduced opportunities, time and expense of negotiation, and protectionism - and said there were definite merits to a multilateral agreement. However, it would come in stages over time, and block-to-block negotiations were a more immediate prospect.

But he said the EC seems to want to negotiate as a block for some third countries, while for others individual member states would negotiate bilaterally. The result would be the formation of other regional blocks. "It is only natural for individual countries like Malaysia or even Singapore to have this apprehension that in the event negotiations have to be held with the EC as a block, such (nations) would have weaker bargaining positions."

Without consensus, Ahmad said block negotiations could end up as "no more than an extension of the bilateral process." But if block negotiations were undertaken with a liberal spirit, then liberal multilateralism would be an "easy next step to take."

Discussing the commercial opportunities from multilateralism, Manchester Airport chief executive Gil Thompson stressed the need to consider air transport's wider economic benefits. "By viewing air service licences as a commodity to be traded between airlines, the important dimension of consumer interest is often overlooked."

Thompson said the North-West England economy had been deprived of \$100 million in economic benefits for each year that the entry of the two US airlines, American and Delta, had been delayed by bilateral dispute. "It is hardly surprising, therefore, that Manchester sees no merit whatsoever in clinging to bilateral protectionism." Airports must claim their place in the debate, he said.

The conference considered the GATT as a possible multilateral vehicle for air transport. Madan Mathur, GATT deputy director general for services, detailed how air transport might be included in the draft GATS (General Agreement on Trade and Services) which has emerged from the four-year Uruguay Round's Group of Negotiations on Services (GNS). A working group set up in mid-1990 is to draw up an annex detailing how the framework agreement would apply to air transport.

"It is noteworthy that a clear majority of participants stated their desire to see the air transport sector covered by the multilateral framework agreement," said Mathur. But there were several problems, chiefly the most-favoured-nation provision through which a trade concession granted to one country must be granted on a non-discriminatory basis to all parties to a multilateral treaty.

Mathur said some delegations had suggested that a multilateral exchange of concessions could begin with "soft rights" such as ground handling, aircraft maintenance, access to CRS, and selling and marketing air transport services. A partial agreement would "be a source of continuing pressure progressively to liberalise the air transport sector in a transparent, predictable and orderly manner."

"By 'covering' civil aviation (in the GATS), the door would thus remain open for parties to engage, over time, in the multilateral exchange of an ever-wider array of economic rights, to the benefit of airlines and consumers alike," concluded Mathur.

Mathew Samuel of Singapore Airlines said the real lessons from the

GATT round of talks were that many roadblocks still stand in the way of regulatory reform. Aviation liberalisation opportunities offered by GATT were long term, and the debate now centred largely on getting aviation on the agenda.

SIA did not regard the current round of talks as a failure. They were a useful forum for multilateral debate, said Samuel, offering enough flexibility to make a gradual transition to a multilateral regime, perhaps through 'soft rights'. But aviation's eventual exclusion highlighted the barriers.

He outlined these: vested self-interest by governments; the need to strip aviation of its 'special status'; the 'balance of benefits' theory of reciprocity; sovereignty and ownership rules; the vested interests of bureaucracy; and the lack of a true global market perspective.

Control of the industry had to be wrested away from regulators, said Samuel. "Commercial aviation has reached a level internationally at which there should be no artificial constraints on its natural development. A multilateral accord allowing free trade in the air is the best way to achieve this."

Taiji Kameyama, senior vice president international relations at All Nippon Airways, said air transport had evolved in a framework of comprehensive regulation and could not - and should not - make an overnight transition to a completely free marketplace. "Moving too fast would be extremely disruptive."

But he then asserted that bilateralism "can no longer accommodate the diversity and integration of the world economy," or the structural changes in air transport. While multilateralism could make air transport agreements less restrictive, Asia/Pacific airlines were concerned about three matters. One, that the formation of economic blocks was not necessarily healthy for the world economy; two, that economic blocks could simply perpetuate bilateral issues; and three, that ASEAN did not compare with Europe, or a North American trade zone, in economic integration.

"Airlines in the ASEAN nations would be at a huge disadvantage to their Western counterparts in a multilateral system based on economic blocks," said Kameyama. The multilateral block concept is a Western concept: "It is a means for North America and the European Community to accommodate their mutual interests."

These fears of super-block motives were echoed by Max Sahulata, commercial director of Garuda Indonesia. "There is, of course, no certainty that the measures which will be finally adopted by EC member states will necessarily be in the best interests of non-EC governments and carriers." His fear was that "the common aviation policy constructed a new Berlin Wall of protection, behind which Europe's mega-carriers had sole or privileged access to Europe."

Vijay Poonoosamy, director legal and international affairs at Air Mauritius, took the view that multilateral efforts remain plagued with difficulties, while the rationale of EC-led block initiatives appeared to be to enhance bargaining power. He believed the bilateral system was still flexible enough to be a vehicle for liberalisation between like-minded states, and need not be protectionist.

However, Africa had its own multilateral developments, including the Yamoussoukro Declaration covering cooperation and eventual integration, and the June 1989 resolution of the African Civil Aviation Commission approving a draft model of multilateral air agreements.

Ernesto Vasquez Rocha, secretary general of AITAL, the Latin American Airlines Association, repeated fears of being marginalised by block or multilateral initiatives. Despite present moves, "Latin America is not a political and economic unit and probably never will be." The region was vulnerable to moves such as the fare war to the region sparked by US and European carriers trying to recoup losses arising from the Gulf conflict. Relations with Europe post-1992 were Vasquez' chief fear. "I am inclined to think that finding a new quid pro quo between Europe and Latin America will be extremely difficult."

Patrick Murphy, deputy assistant secretary in the US Department of Transportation, made clear the US impatience on some aspects of the EC's block moves. Murphy warned that any attempt to restrict US rights, or

indeed contract existing ones, would have "unfortunate consequences. Some of the rhetoric we've heard might lead one to believe some in Europe are planning to 'get even' My answer to that is simply 'Forget it'. We're not interested in trading restrictions or granting an unreciprocated expansion of European carrier rights."

Murphy listed initiatives the US was pursuing to promote liberalisation within the current system. These were: the extra-bilateral underserved cities programme; negotiations for a liberal agreement with Canada, possibly open skies; continuing liberalisation of the US/UK bilateral; and loosening restrictions on inward investment in US airlines.

Another was the US offer of bilateral open skies agreements to France, Germany and the UK, offering full US access in return for the same treatment in Europe for US airlines. Murphy revealed that the Netherlands was also seeking a more liberal agreement, and that Switzerland, in late May, asked for open skies.

There had been no response from France, Germany and the UK, said Murphy. But when questioned he suggested a three-partner multilateral agreement between the US, Netherlands and Switzerland, which would get round the problem that Holland has little to offer the US.

Many delegates saw this as an attempt to speed up liberal multilateralism in European relations, but some saw it as undermining whatever consensus might emerge on European block negotiations by agreeing a precedent-setting multilateral model.

Murphy was no supporter of GATT-based multilateralism for air services. Applying the GATT services framework to air transport would "enshrine in international law many of the anti-competitive practices and policies that the US opposes every day on a bilateral basis," said Murphy, adding that GATT would be "a bad deal for aviation generally and for the US specifically." The US strategy is to negotiate competitive bilaterals and seek to replace those with a liberal multilateral regime.

David Coltman, United Airlines' vice president Atlantic, feared that many inhibiting factors would delay regulatory evolution. "However, I see them as essential and inevitable checks that ensure all those concerned are comfortable Delays in progress perhaps, but not forces that will alter the final outcome."

"The barriers to multilateralism are, put simply, the interests and strengths of the status quo," said Coltman. But protectionism would dissolve as nations learned to accept the disciplines of whatever multilateral 'clubs' they joined. "If the European countries think, on balance, that it was to their overall advantage, and so do the North Americans, others will follow." But if one side or another "lost out disproportionately" it would be almost impossible to make similar treaties between other countries, said Coltman.

Bert Rein, partner in Washington law firm Wiley, Rein & Fielding, said US negotiators were already empowered to move swiftly and definitively on a multilateral basis, although a trade in services approach could require legislation unless Congress pre-authorised 'fast track' procedures. But the cabotage issue, and any attempt by Europe to put a 'Community ownership' clause into agreements, could lead to legal disputes.

Finally a five-member panel debated the most appropriate forum and method to advance multilateralism, and whether a new Chicago Convention was needed. Vladimir Zubkov, director air transport bureau at ICAO, revealed that ICAO is planning a colloquium on multilateralism in Montreal in April next year, to be followed by a full-scale air transport conference in 1993 or 1994.

Zubkov conceded that ICAO was not in the forefront of multilateralism, and had to consider the implications of change. "We obviously need to have a group of like-minded states, and ICAO is such a group in that all members want to improve and expand air services. But they are not always of the same mind as to how this can be done."

ICAO found a supporter in Hans Raben, former Netherlands director of civil aviation. Raben said no new Chicago Convention was needed, and change would probably come through a group of like-minded nations. "We might enact a new convention, but it can easily be accommodated under ICAO."

Dr Peter Haanappel, IATA's director European political affairs, asked

whether the question of "a new Chicago Convention" meant scrapping the existing one, or supplementing it. "My answer to the first is a firm no: to a supplement, perhaps. The convention can accommodate multilateralism." A supplement would only help if it promoted true liberal multilateralism rather than block negotiations.

But Ray Colegate, managing director of Global Aviation Associates and former UK regulator, said the Chicago Convention addressed entirely different needs to those of today. "So it is not surprising that it might need to be modified." ICAO was an unlikely pioneer, as it had no liberal track record, too much historical baggage, and many constitutional impediments.

Globalisation, market changes, and the Treaty of Rome would allow liberal airlines and states "to find every possible way of getting round bilateral restraints and destroying them. This is inevitable." Colegate came down in favour of groups of like-minded nations driving multilateralism forward. "The process will take a long time and be very difficult, but the only way forward will be as a number of like-minded nations getting together, and then . . . asking who wants to join in."

Dan Kasper, director transportation at Boston consultants Harbridge House, said bilateralism was exhausted as a vehicle for expanding rights, and multilateralism was now desirable to boost economic growth and service. The Chicago Convention was likely to be undermined by pressures such as cabotage disputes, and particularly if there was a major crossborder acquisition by or into a US carrier. "The issue of revising the Chicago Convention is whether we make it easy or not, not whether we do it or not." Kasper favoured progress through like-minded nations.

Conference chairman Geoff Lipman, World Travel and Tourism Council president, said two key points emerged. First, the conference broadly supported the proposition that bilateralism was outliving its usefulness in a global economic system, although airlines and groups outside the US/Europe axis harboured reservations. And second, that broader interests - global and national economies, airports, and regions - would become more important. Vitally, a new system needed to take more account of consumer interests and market realities.

Photo

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00889231 **Image available**

SYSTEM AND METHOD FOR ONLINE VIRTUAL COLLECTIONS
SISTÈME ET PROCÉDÉ DESTINÉS À DES COLLECTES VIRTUELLES EN LIGNE

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Inventor(s):

... SHOHAM Yoav

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Detailed Description

Claims

Detailed Description

... and excludes disadvantageous exchanges. Another example exchange platform allows for participant-driven clearing, where participants can negotiate the terms of exchange by either a chat capability or by a formal communication language...algorithm. The participant-driven barter, (user-driven barter), allows participants to trade by explicitly negotiating with one another, and allows both bi-lateral and multi-lateral trading.

In an automatic...

...offers. The online collection system supports both a chat capability as well as a formal negotiation language (see below) to facilitate trading.

The OC redemption module 22 provides redemption of collections...

Claim

... wherein said participant driven barter is configured to allow said participants to trade by explicitly negotiating .

22 The online collection system as in Claim 19, wherein said participant driven barter is...improper use of self-generated messages.

36 The method according to Claim 28, further comprising:

negotiating barter offers, said negotiating includes using a chat capability and
said negotiating includes using a formal language.

37 The method according to Claim 36, wherein said negotiating barter

offers include specifying exchanges using a formal logical language, said formal logical language having...

4/3,K/2 (Item 2 from file: 349)
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00883997

ENHANCED AUCTION MECHANISM FOR ONLINE TRANSACTIONS
MECANISME AMELIORE DE VENTE AUX ENCHERES POUR TRANSACTIONS EN LIGNE

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(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
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Inventor(s):

... SHOHAM Yoav

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Detailed Description

Claims

Detailed Description

... again to FIG. 2, as well as FIG. 1, auction module 34 provides for "temporal" negotiations. In temporal negotiations, bidders and sellers submit "bid" and "sell" temporal offers respectively. Each temporal offer can be...

Claim

... system of claim 1, wherein said mechanism module comprises rule defining programming associated with temporal negotiations transactions, said rule defining programming configured to receive a bid offer from a bidder for...

4/3,K/3 (Item 3 from file: 349)

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00762437 **Image available**

A FACILITATOR FOR AGGREGATING BUYER POWER IN AN ON-LINE MARKET SYSTEM
MECANISME PERMETTANT LE REGROUPEMENT DU POUVOIR D'ACHAT DANS UN SYSTEME DE MARCHE EN LIGNE

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Patent Applicant/Inventor:

SHOHAM Yoav ...

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Detailed Description

Detailed Description

... of buying power within communities. A service provider such as America Online is able to **negotiate** price discounts from vendors based on its very large subscriber base. The problem in such...

...the parties have no knowledge in advance of the actual buying volume; this limits the **negotiating** power of the service provider, and the willingness of the vendor to discount the price...prices.

Seller Schedules

The underlying concept of the OBCS is to aggregate buying power to **negotiate** a volume discount. The immediate problem, solved by the OBCS, is that the actual volume...

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